

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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VOL. XLVII

431 South Dearborn Street, Chicago, Ill., June 15, 1929

NO. 12

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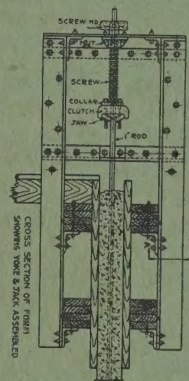
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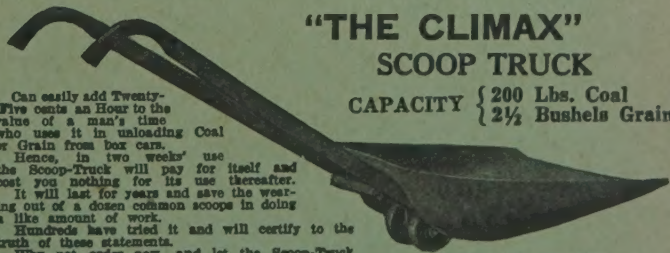
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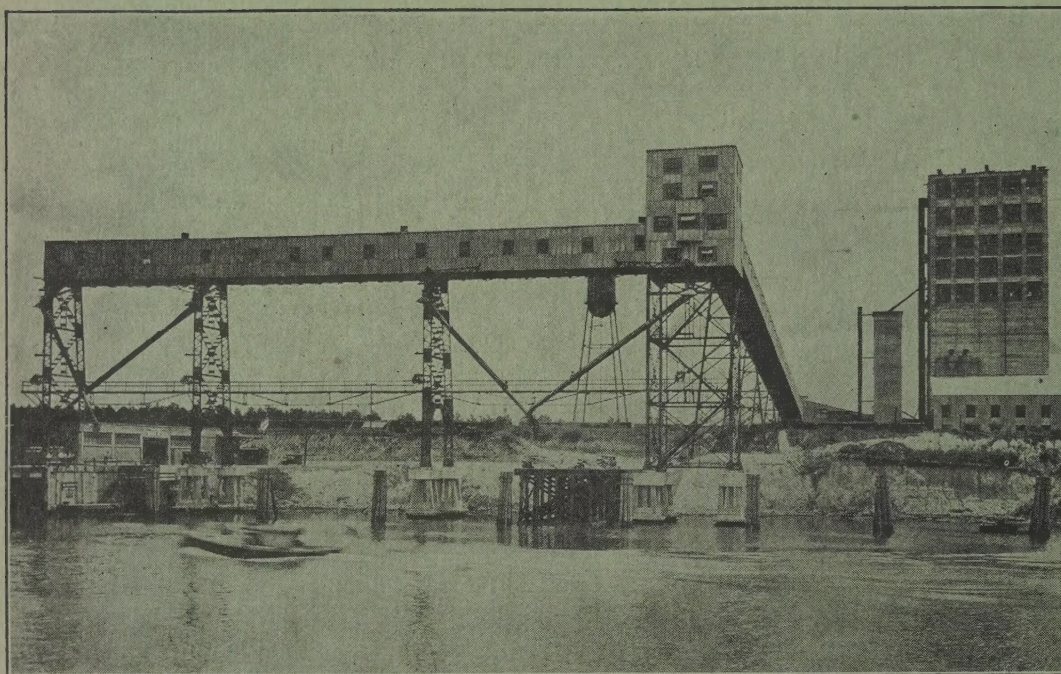


Patented July 30, 1907



## DIAMOND RUBBER CO. INDUSTRIAL NEWS

# Diamond grain belts operating in Houston's public grain elevator



*Photo shows shipping gallery extension of the public grain elevator operated by the Port Commission of Houston, Texas. Shipping gallery extension designed and erected by John S. Metcalf Co., machinery and spouting by Webster Mfg. Co. Diamond grain belting used*

**I**N THE public grain elevator operated by the Houston Port Commission 5,907 feet of Diamond grain belting are in operation. The two belts in the shipping gallery, illustrated above, have a carrying capacity of 25,000 bushels per hour each, distributed through any of the seven dock spouts.

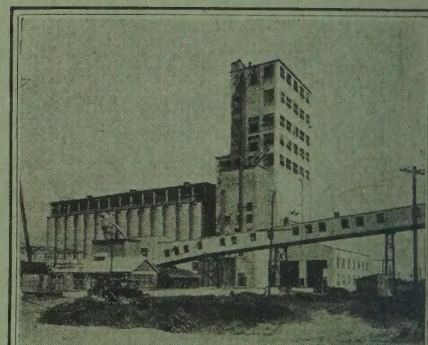
The choice of Diamond belting for this grain elevator is easily explained.

Through the development of special non-oxidizing friction rubber, Diamond grain belts stand the test that time alone can make. They resist the deteriorating effect of years of service. It is significant that Diamond grain belts, totaling over *twenty-five miles in length*, are operating in 62 different plants, located in 54 cities, in sixteen states, and two Canadian provinces.

THE DIAMOND RUBBER COMPANY, INC., Akron, Ohio

*Supplies the country from these eleven service centers*

Akron - Atlanta - Kansas City - New York - Philadelphia - Dallas  
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*Another view of the Houston public grain elevator, showing elevator and first section of shipping gallery. Diamond belts used to increase capacity and rapidity of handling*

# Diamond

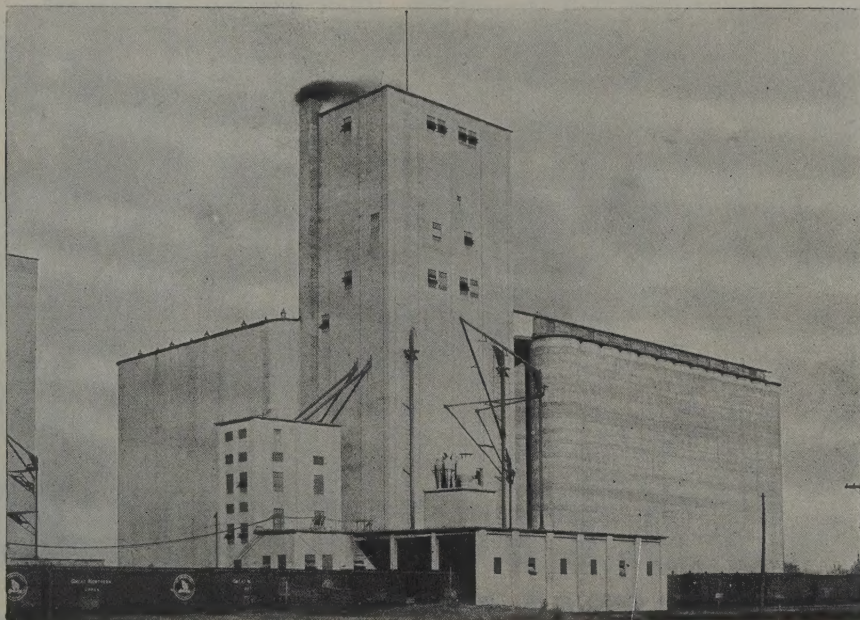
RUBBER BELTING



HOSE · PACKING



# Dependable Grain Handling Equipment



With this new addition of 500,000 bushel capacity, The Terminal Grain Co., of Sioux City, Iowa, now has a total storage of 1,000,000 bushels. Webster furnished and installed complete conveying and transmission equipment in this new addition.

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That it has served its purpose well, is attested by the fact that when an elevator increased its capacity, Webster or Weller machinery was usually specified.

Because it is better fitted and more carefully designed it reduces installation costs and difficulties; also reduces renewal and repair bills.

## A Few of Our Products

Apron Conveyors	Elevator Boots	Power Shovels
Belt Conveyors	Elevator Casing	Car Pullers
Chain Conveyors	Elevator Heads	Dock Spouts
Mixing Conveyors	Bag Elevators	Pulleys
Screw Conveyors	Elevator Spouts	Hangers
Bucket Elevators	Malleable Chain	Sprockets
Elevator Buckets	Friction Clutches	Gears
Etc.		

Whether you plan a large or small elevator, or add a new unit, the experience of Webster and Weller Engineers is available for the asking.

*For equipment plans for your project, consult with us.*

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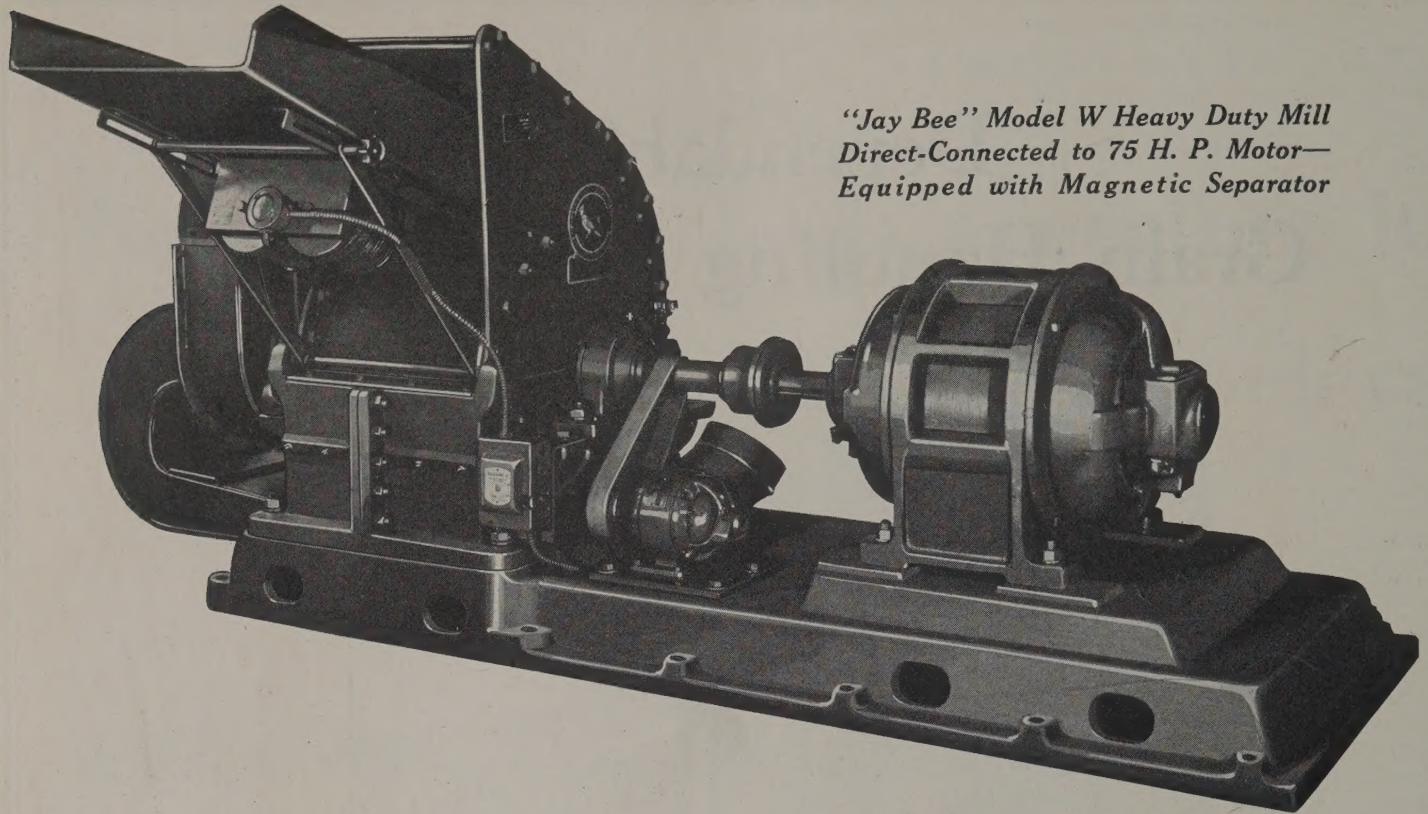
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*"Jay Bee" Model W Heavy Duty Mill  
Direct-Connected to 75 H. P. Motor—  
Equipped with Magnetic Separator*

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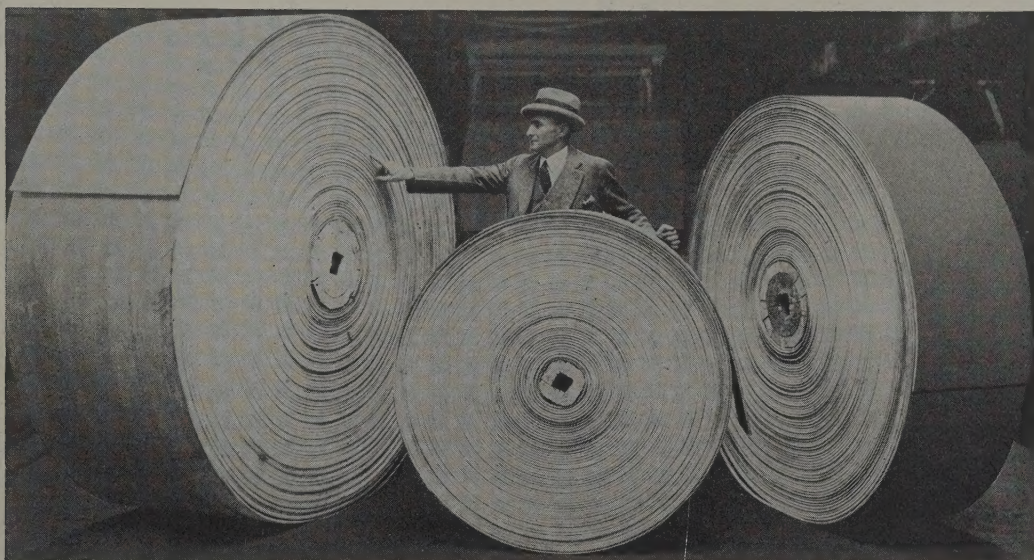
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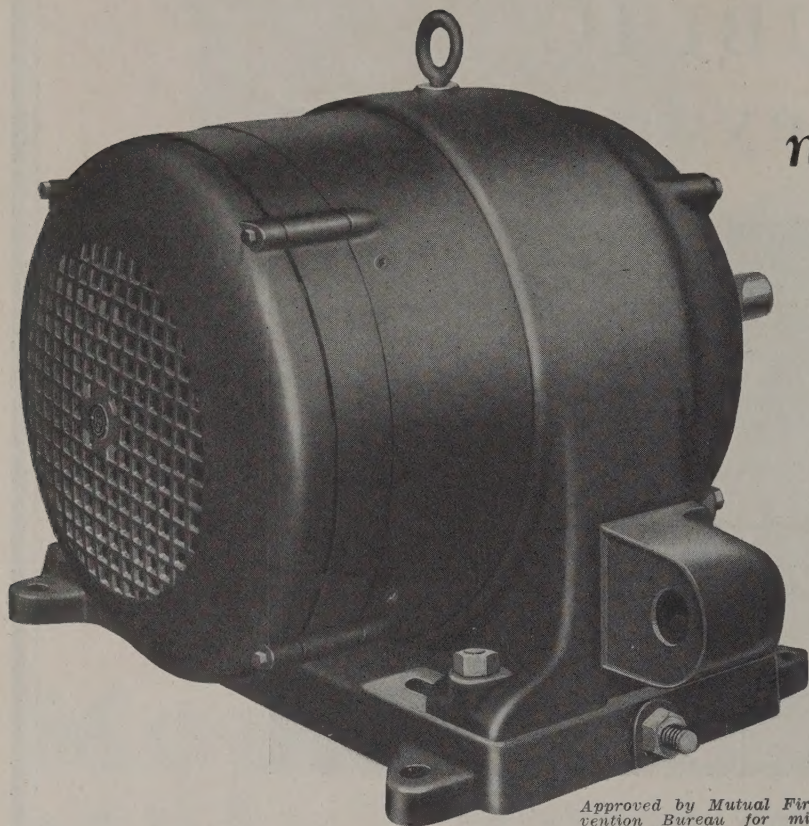
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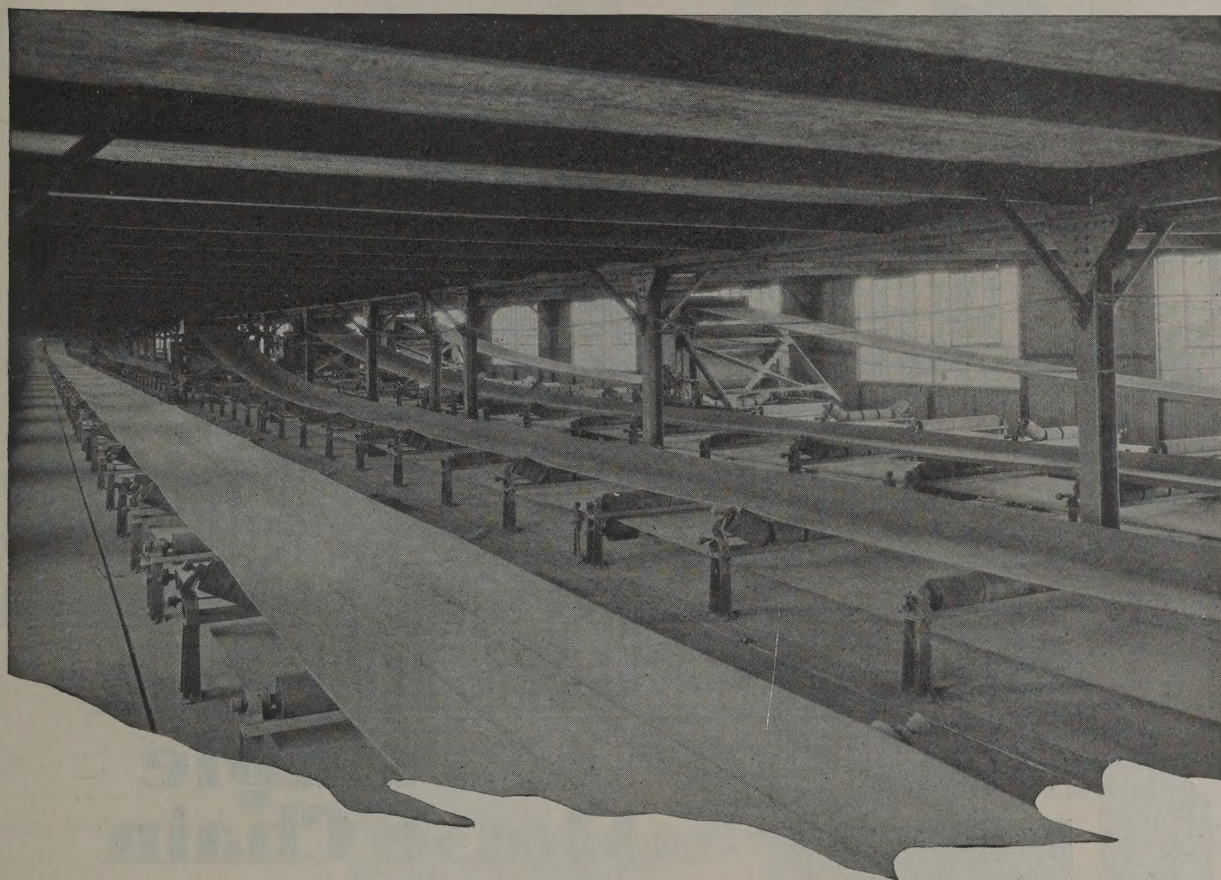
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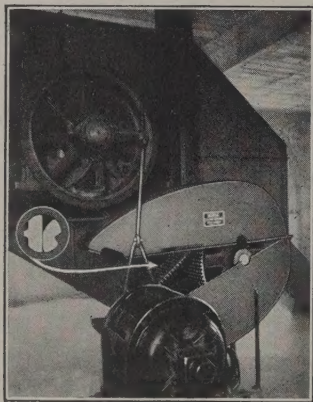
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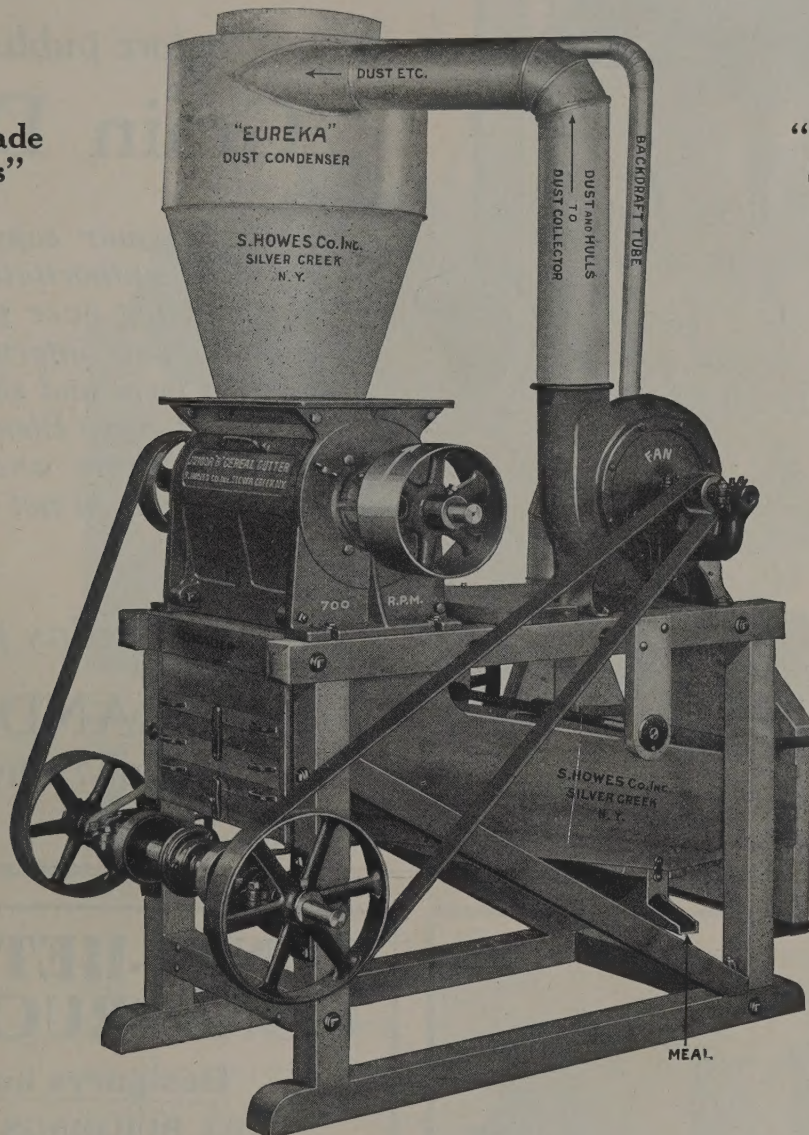




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"The Machines That Made  
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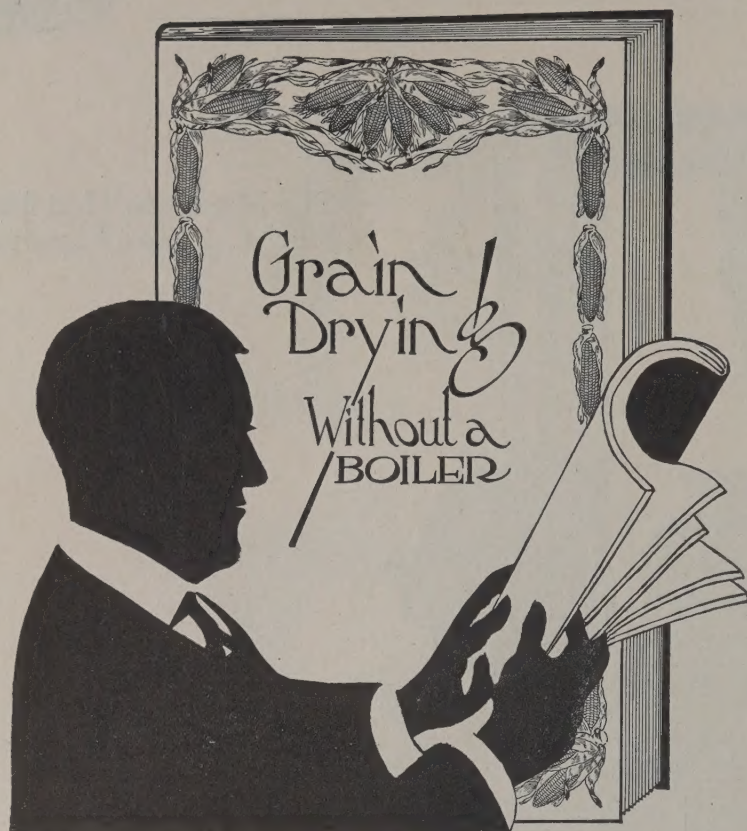
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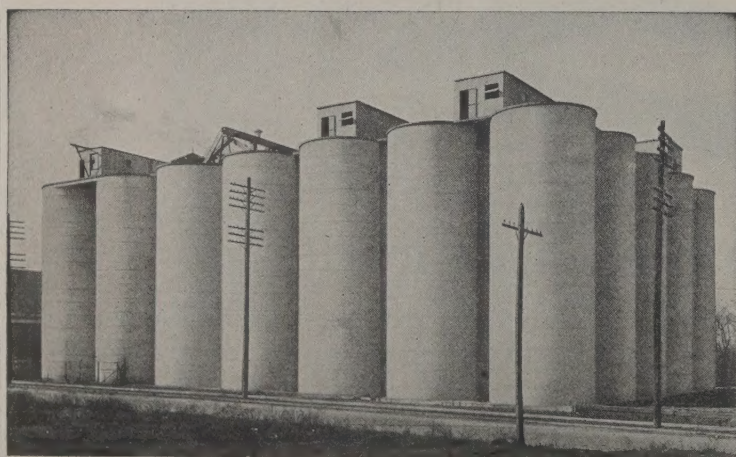
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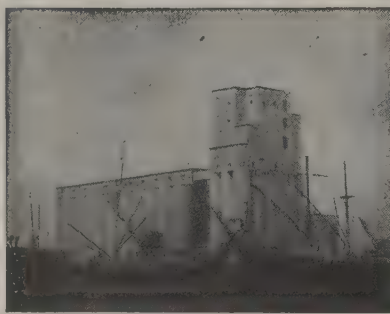




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Capacity 1,500,000 Bushels  
Completed 1914



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**Chicago & North Western Railway Elevator**  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

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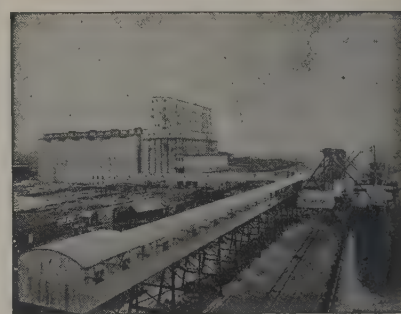
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**Harbour Commissioners Elevator No. 2**  
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Capacity 2,600,000 Bushels  
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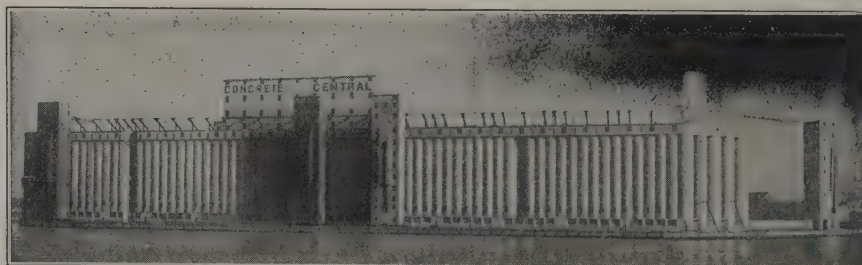
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### ZELENY SYSTEM

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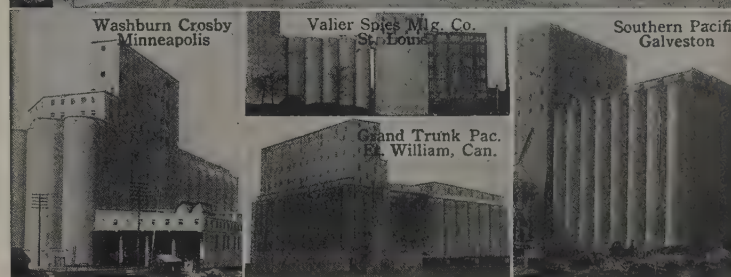
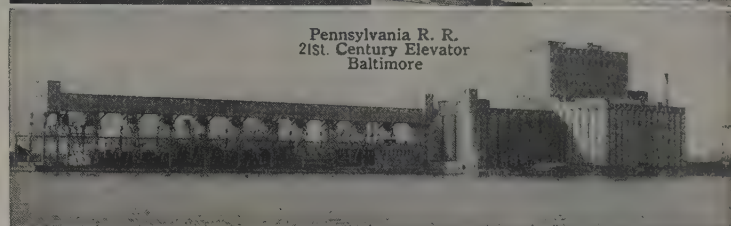
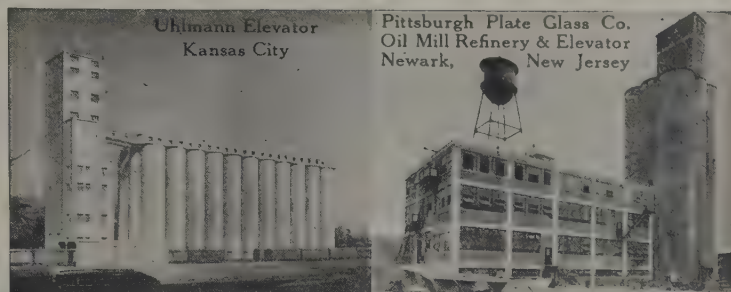
The fact that bin temperatures of over 100° begin to affect the food values without affecting the visible condition of the grain adds even greater value to the

### ZELENY SYSTEM

and it has twenty-five years behind it as a record for those who desire satisfactory evidence of practical performance.

It is a pleasure for us to quote prices for the installation of the Zeleny System—yours come after it is installed.

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Packed in pails, kegs,  
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to meet the demand of  
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## Semi-Solid Buttermilk

is a year 'round seller in every community because it is necessary to the health of poultry and live stock of all ages. Semi-Solid Buttermilk makes eggs more fertile, is the first and only drink for baby chicks, hastens growth, improves health and produces more eggs.

## Semi-Solid Buttermilk

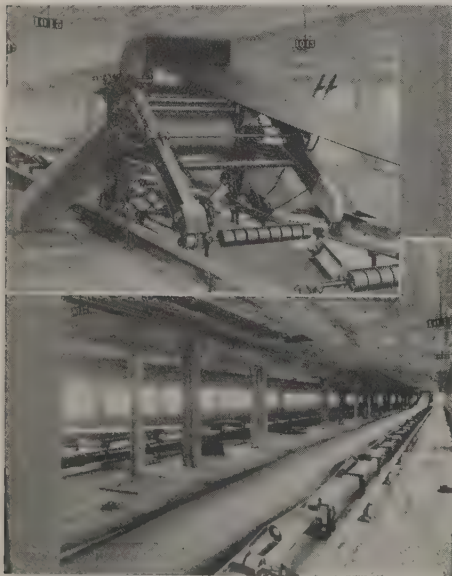
offers you a real quality product with proven merit and selling co-operation of a reliable organization that will stand back of you in every transaction you make with your customers. It makes new customers and holds your regular trade, because you are helping them to make more money out of their product.

Now that farmers are feeding more of their home-grown grains to both poultry and hogs there is no better supplement for this kind of feed than Semi-Solid Buttermilk. For sixteen years SEMI-SOLID BUTTERMILK has been building an enviable reputation on a product that is imitated but never duplicated.

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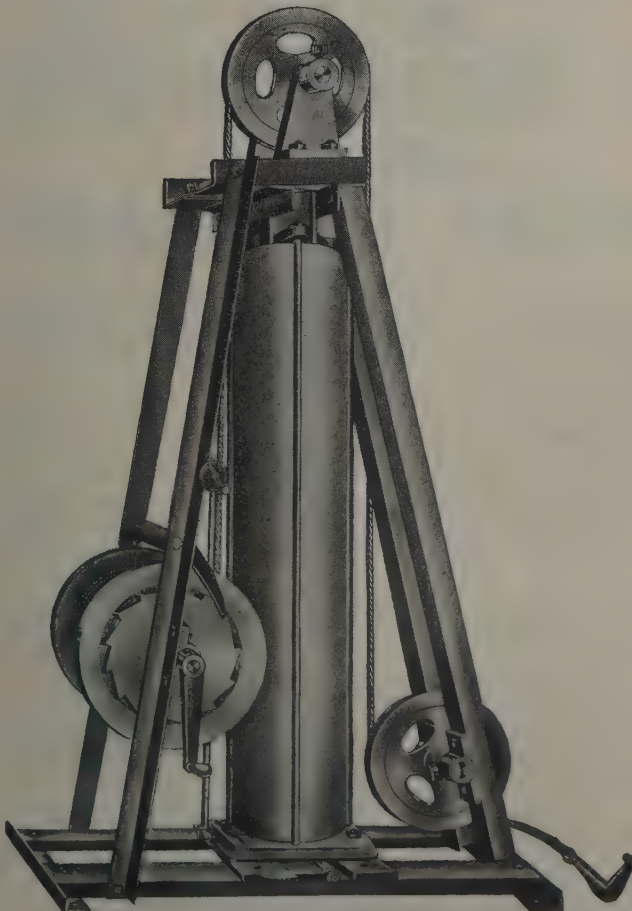
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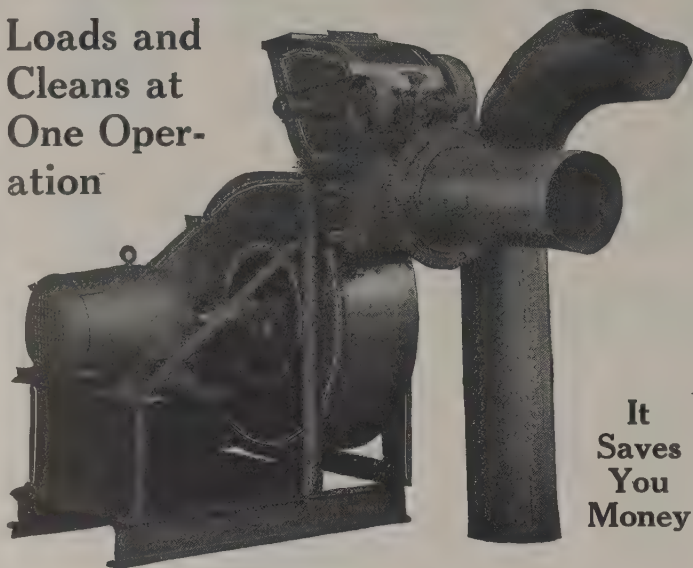
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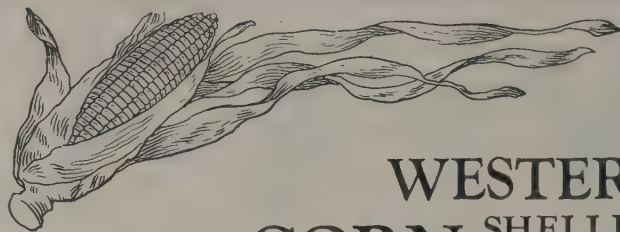
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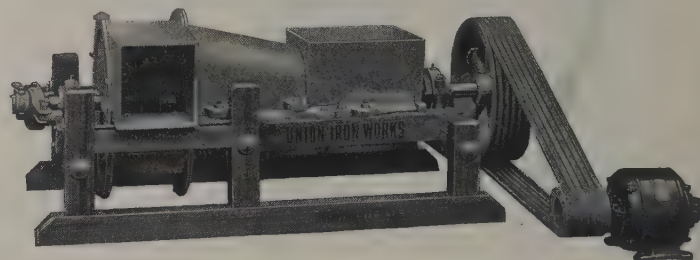
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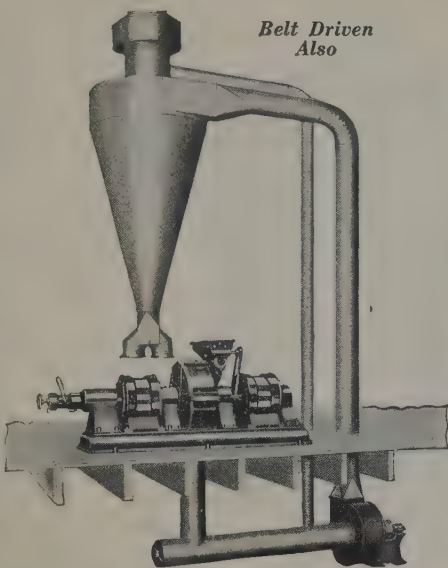
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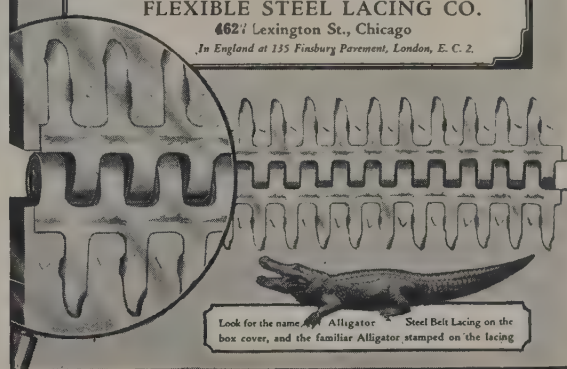
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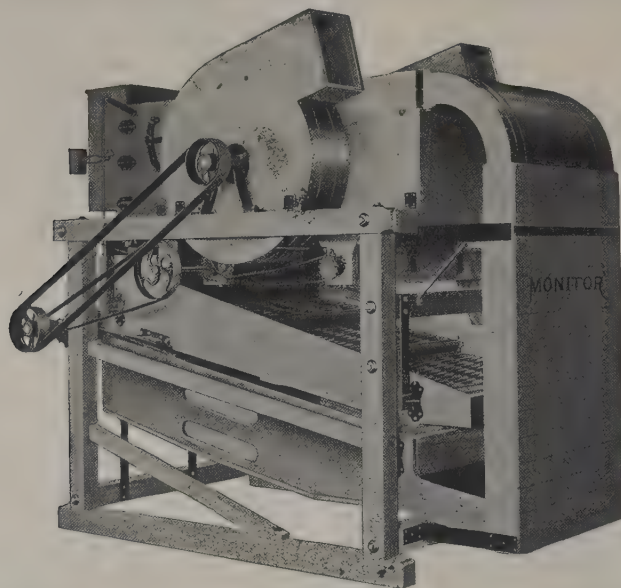
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Recently a No. 12 size was placed in the new Feed Plant of the Wayne Feed Co., Buffalo, N. Y.

Farmers Trading Corp, of Morrison, Okla., have just placed a No. 7.

Kasco Mills of Toledo, Ohio, have purchased a No. 12 for their new plant.

Galion Equity Exchange of Galion, Ohio, have just placed a No. 5.

Ney Co-operative Grain Co., Ney, Ohio, are operating a new No. 5.

H. H. Johnson & Son of Tulsa, Okla., have a new No. 4.

The list can be extended indefinitely but if you know grain cleaners, you know the worth of the MONITOR. Write us when in the market.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year. English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLVII

CHICAGO, ILLINOIS, JUNE 15, 1929

NO. 12

## I. C. Completes New House at Omaha

### 800,000-Bushel Elevator Brings Illinois Central Storage Over the Million-Bushel Mark at Nebraska Terminal

IN OCTOBER, 1927, the Illinois Central Railroad acquired a wooden elevator of 200,000 bushels' capacity located at Thirteenth and Ohio Streets, Omaha, Neb. So successful were the operations of this house that late in 1928 it was found advisable to lay plans for greatly enlarging the storage capacity of the house. After careful consideration of the possibilities for increased business the Illinois Central commissioned L. A. Stinson Company as consultants with an engineering company to design and erect an elevator of 800,000 bushels' capacity on the Illinois Central property at Thirteenth and Ohio Streets, immediately adjoining and in conjunction with the 200,000-bushel wooden elevator which was already there.

Construction was begun in the early part of January of this year and the work has just been completed. The new house is of reinforced concrete construction and is equipped with machinery of the very latest design. No single detail of equipment has been overlooked. The house has been built to be not only the most efficient kind of grain handling and cleaning plant, but also to be an ideal working place for office force and elevator staff. The old elevator and the new one combined give the western lines of the Illinois Central System a grain storage capacity of over 1,000,000 bushels at Omaha. More than this, the new elevator has been so designed that it will be possible to expand its storage capacity to 4,000,000 bushels at any time.

The new elevator and the adjoining old elevator have both been leased to the Crowell Elevator Company. The Crowell organization is one of the oldest elevator companies in the West, having been founded in 1869.

The new elevator has a workhouse 47 feet wide, 66 feet long, and 218 feet 6 inches high from the basement to the top of the roof. The storage annex consists of 24 circular bins arranged in three rows, eight bins to a row. Each of the bins has an inside diameter of 20 feet and measures 100 feet from the bottom of the tank to top of the bin floor. The drier building is 24 feet wide, 25 feet long, and 122 feet high from

basement to top of roof. There is a track shed which is 59 feet wide and 100 feet long. The storage annex, track shed, and drier building are all supported on wood piles which have been driven to rock. Concrete caissons running to rock foundation support the workhouse. The workhouse has a full basement and first floor.

All bins are elevated sufficiently above the level

lowing: Two receiving elevators of 20,000 bushels per hour capacity each, two shipping elevators of 18,000 bushels per hour capacity each. Each of these elevators is driven by reducing gears provided with backstops. There are four 3,000-bushel garners, and three 2,500-bushel Fairbanks-Morse Hopper Scales manufactured by Fairbanks, Morse & Co., Chicago. Fixed spouts are provided to all conveyors and to loading spouts.

On the cleaner floor are one No. 12 Invincible Warehouse Separator manufactured by S. Howes Company Inc., of Silver Creek, N. Y., and also one No. 10 Invincible Oat Clipper. There is also a five-unit cylinder separator, of standard make. Facilities for washing are provided by a double needle machine and one 400-bushel per hour Wolf Washer manufactured by the Wolf Company of Chambersburg, Pa.

Equipment in the storage annex consists of two 36-inch belt conveyors in the basement for reclaiming grain, and two 42-inch belt conveyors on top of bins. The belt conveyors on the top of the bins are equipped with Stinson Trippers. So that a complete knowledge of bin temperatures may be available at all times, the Zeleny Thermometer System has been installed in all bins. All storage bins and all draw hoppers have been provided with rack and pinion gates. In the drier building has been installed two 500-bushel per hour Hess Direct Heat Driers manufactured by the Hess Warming and Ventilating Company of Chicago. Furnaces for operating these driers are located in the basement. Each drier unit is provided with about 4,000 bushels of storage capacity.

Three tracks are available for this elevator. Two of them run through an enclosed track shed, and the third, which is the main

shipping track, is covered with an awning. On the first track has been installed a Link-Belt Car Dumper of the latest and most improved type, manufactured by the Link-Belt Company of Chicago. Under this dumper there is a reversible conveyor which will feed either one of the two elevators in the workhouse. The second track is equipped with two 2,000-bushel receiving hoppers



NEW ELEVATOR FOR THE ILLINOIS CENTRAL RAILROAD, OMAHA, NEB.



with one pair of Clark Shovels for each hopper. The conveyors from these hoppers are not required when the car dumper is in use. On this second track is also installed a bag chute. A conveyor runs from the sacking floor in the workhouse approximately 25 feet above the first floor. The third track is used for shipping only and is provided with two carloading spouts. The first and second tracks are provided with one carloading spout each.

The track shed is constructed of structural steel and is covered by a concrete roof. The track shed



STINSON TRIPPER ON EHRSAM CONVEYOR, I. C. ELEVATOR

ends are provided with corrugated swinging steel doors. Each door is made of four individual hinged leaves.

Much additional equipment has been provided in this plant in order to make it as efficient as possible. Almost every known aid to fast and accurate grain handling has been installed. Three offices for the use of the elevator staff are in the workhouse. There is one for the weighman on the scale floor, another for spout men on the bin floor, and a third for the foreman on the first floor. The additional equipment includes a passenger elevator, pneumatic ticket elevators, blackboards, and a signal system between the weighman on the scale



LINK BELT CAR DUMPER

floor and each car unloading unit as well as between the weighman and each carloading spout. Every grain movement is signaled in advance.

One of the features of this plant is the arrangement that has been made for transferring grain from the new elevator to the old and vice versa. Grain can be received in the new building and transferred by means of conveyors and cross spouts to the old one. In the same manner grain can be transferred from the old building to the new one.

The office building, which is constructed of brick, concrete, and tile, is very spacious, well-equipped and well furnished. On the first floor is the boiler room, also a locker room, a lavatory, and a shower room. On the second floor are the super-

intendent's office, the general office, the vault, and an office for the grain inspector. The three offices in the workhouse are steam heated as is the office building proper.

The general machinery in this plant was furnished by J. B. Ehram & Sons Manufacturing Company, Enterprise, Kan. The four motors driving the elevator legs were furnished by the Allis-Chalmers Company. All other motors were furnished by Fairbanks, Morse & Co. All motors in the elevators are ball-bearing, double wound.

The plant was designed and constructed under the supervision of the following executives of the Illinois Central Railroad Company: A. E. Blaess, chief engineer, F. R. Judd, engineer of buildings, and P. Aagard, engineer of construction.

## THE NEBRASKA POOL

By J. N. CAMPBELL

Secretary Nebraska Association of Grain Elevator and Mill Operators

No doubt that Congress will soon enact the farm relief bill into a law carrying provision for the use of a half a million dollars in a revolving fund.

A good share of this fund will be loaned to the wheat pools by the stabilization corporations on approved security and under certain rules, for the conduct of their business in handling grain.

One provision of the bill says they shall not duplicate facilities for handling and storing grain where present facilities are adequate and available on a fair basis of compensation.

The pool interests in Nebraska are very active in the southern part of the state soliciting and signing up memberships in preparation for qualifying under the new law, for borrowing from the revolving fund to finance activities in handling their part of this year's wheat crop.

They are already going so far as offering to contract with one grain dealer in each town where they are strong, to handle their pool wheat for three cents per bushel, the dealer being required to weigh and grade it in, keep it in condition and deliver a like grade and quantity out of their orders.

We do not know how the contract reads concerning the right of the dealer to refuse to receive grain out of condition, but this is a very material point which no doubt is covered by the agreement.

In Canada the pool is not restricted by government control to much extent and they are building local and terminal elevators and have even established another grain exchange at Winnipeg.

Just how all this will effect our mills is hard to determine. It is hardly probable that the Nebraska pool will want to buy, build, or operate any mills, and will be just as anxious to sell wheat to the mills as any other grain dealers.

Where mills are located, the pool should allow its members to sell direct to them and not have to pass the grain through the local agent's hands.

## IMPROVEMENT IN STORAGE OF GRAINS IN BINS

When loading grain into elevator bins, there is this disadvantage that in pouring the grain into them, so-called pouring cones are formed and the specifically lighter kernels of the grain are forced towards the bin wall alone by the air current set up by the grain pouring from the discharge spout of the conveyor; consequently there is a much heavier and cleaner grain piled up on the center section of each bin. Fig. 1 illustrates this point. Even when mixing the grain from these bins repeatedly, that is, loading them in from bin one to the other, the grain will separate again in delivering back into the bins. And when the grain is discharged from these bins, the heavier grain discharges first through the central funnel as shown in Fig. 2. Thus, as the bin is emptied, the specific weight of the grain decreases until finally there may be nothing but light grain and chaff. This condition affects the milling process considerably and may be cause of considerable variations in the quality of flour over definite operating periods.

In order to improve such conditions, Fig. 3 illus-

trates a bin in which a spraying or distributing apparatus, *a*, is installed, which is automatically set in motion by the grain being fed into the bin, thereby spraying the grain to every side so that it deposits in uniform flat layers. This principle of operation simulates that of the rotating spray attached to the water hose in spraying lawns which is set in motion by the outflowing water. In order to secure a uniform discharge of the grain from the bin, several discharges are provided as shown in

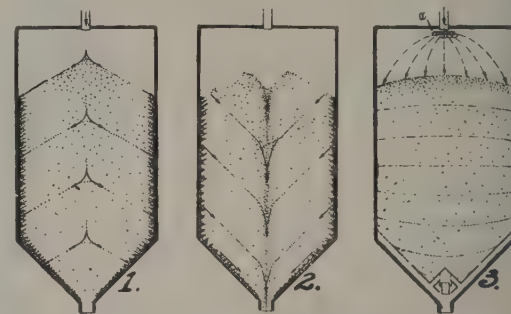


FIG. 1. DISTRIBUTION OF GRAIN FED INTO COMMON BIN. FIG. 2. DISTRIBUTION OF GRAIN DISCHARGED FROM COMMON BIN. FIG. 3. DISTRIBUTION OF GRAIN FED INTO SPECIALLY DESIGNED BIN

Figs. 4 and 5, a second floor being provided in the bin to permit the additional openings to be connected by way of ducts to the previous center discharge. By installing a perforated floor as indicated in Fig. 6, the ventilation of the grain may be carried on while it remains in storage, these discharge valves permitting sufficient air to pass through them if an exhaustor is installed at the top of the bin to suck the air through the grain, so that a cooling and ventilation may be effected. German patent has been applied for this equipment by one Hartmann A. G. Offenbach, according to *Die Muehle*. In a grain elevator at Mainz, tests were conducted

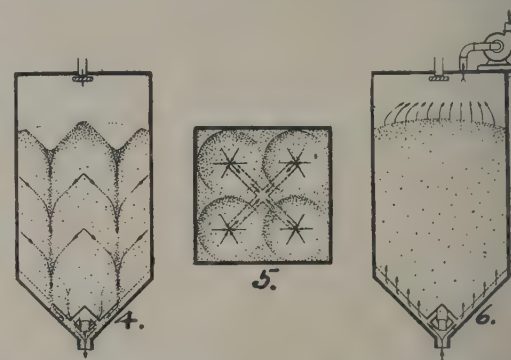


FIG. 4. DISTRIBUTION OF GRAIN DISCHARGED FROM SPECIALLY DESIGNED BIN. FIG. 5. ARRANGEMENT OF CONVEYOR SPOUTS FEEDING INTO BIN. FIG. 6. ARRANGEMENT OF VENTILATING SYSTEM IN BIN

in two bins of the same size, one being equipped with the new feeding and discharge arrangement and one without it. The results with the different grains were as follows:

	Oats		Wheat	
	Old Bin	New	Old Bin	New
Taking of Sample	kg.	kg.	kg.	kg.
at start of discharge	50	56.25	78.9	77.8
after one-half discharge	52.05	55.8	72.6	77.7
at close of discharge	31.6	55.4	65.4	77.46
Remarks:	Remainder 26.8	No remainder	Remainder 52	No remainder

THE loss of Canadian wheat acreage from winter killing this year amounts to 53,000 acres or 6 per cent which is the smallest loss registered since 1925 when the percentage of loss from that source was down to 4 per cent of the total acreage. In 1928 the loss through winter killing amounted to 21 per cent.

As MUCH as 60 or 65 per cent of the Hungarian wheat crop in certain parts of that country was damaged by frost according to a report by the Hungarian Minister of Agriculture. The state has granted a loan of \$455,000 to agriculturists in the stricken district as an urgent relief measure.



# The English Grain Grading System

As Described in a Recent Report by the Ministry of  
Agriculture and Fisheries\*

THE London Corn Trade Association has been in existence since 1878. It acts as an arbiter and supervisor and draws up standard forms of contract for the purchase and sale of grain. A very large part of the grain trade in Europe and throughout the world is worked on London Corn Trade Association contracts.

Apart from the special case of the "Liverpool contract grade," referred to later, the buying and selling of imported grain as it arrives in this country is mainly conducted on the basis of four distinct standards of quality, viz.:

1. Certificate Final. Where government grades exist in the country of origin and the grain is inspected prior to shipment, the production of the proper certificate, as to grade, must be accepted as final on the question of quality.

2. Sealed Sample. A sample drawn from the bulk is used as the basis of the sale. The sealed sample is deposited with the London C. T. A. for production when called for.

3. Fair Average. This is arrived at in the country of origin on the basis of representative samples from all districts. The name of the authority determining the standard and the place where the current standard sample may be seen are duly notified to the trade.

4. Fair Average Quality. This is determined by the London C. T. A. from samples representing the deliveries, at time of discharge, in all ports of the United Kingdom and Continent, of grain of any one type or description. The method of determining this "fair average quality" is briefly as follows: Samples are drawn in the course of discharge by the buyers' and sellers' agents. These samples are sealed and forwarded to the association along with particulars regarding vessel, quantity, description of grain and period of shipment. A committee meets once a month and, after inspection of the samples, makes up the standard proportionately to the quantities represented by the samples. The committee is then in a position, if called upon, to arbitrate in regard to any particular load which departs from the f. a. q. standard so determined. It is on this f. a. q. basis that the bulk of the trade is now conducted, and about 100,000 arbitration samples are received by the association in the course of a year.

For East Indian grain, the standard adopted is that known as "clean terms," under which allowance is made by the seller for impurities, according to the percentage of admixture ascertained to be present in samples examined by the Association's analyst. The process leading up to the analysis is called "reducing."

In addition to these quality standards, grain is sold on the basis of natural weight—or test weight, as it is sometimes called. This is ascertained by the association by means of a Schopper Scale.

The association has between 60 and 70 different forms of contract governing the sale of grain. The terms of these contracts are constantly being revised to meet new conditions.

(b) Liverpool.—The Liverpool Corn Trade Association dates from 1853 and its membership extends far and wide. It, too, has standard forms of contract for the sale, between members, of grain, flour, etc. In general, the terms of these contracts and the special standards of quality do not differ materially from those of the London Corn Trade Association. It has, however, an additional special grade of wheat—"Liverpool contract grade"—for tender on a future delivery contract. It is true that not much wheat is actually tendered in this way, but the point of interest is the existence of the grade and the system of grading.

The buying and selling of grain and flour "futures," or "options," is carried on in the News

Room of the Liverpool Corn Exchange. The custom nowadays is to make up these contracts for five separate months, viz.: March, when Australian and Plate wheat is well forward; May, when the St. Lawrence is reopened; July, when Indian wheat is arriving freely; October, when American Winter wheat is on the market; and December, the end of the calendar year. Transactions in wheat are made on the basis of lots or loads of 4,800 centals, and quotations are per cental (100 pounds). Each contract is registered in the clearing house. Anyone having sold wheat for forward delivery, say in May, has the option, when the time arrives, of either taking up the contract by buying in a similar amount or of tendering the actual wheat against the contract, in which case he must tender wheat of Liverpool contract grade and a certificate of the Grading Committee must accompany the tender.

Wheat, Liverpool contract grade, is understood to be milling wheat "in fair merchantable condition (a slight dry warmth not to be objected to)." The grade admits three general classes of wheat, namely, American Red wheat grown east of the Rockies, Argentine wheat and Australian wheat. Three types of American wheat are specified as follows:

(a) American Spring wheat, such as Manitoba, Northern (U. S. A.) or any other Spring wheat on a basis of 60 pounds per bushel;

(b) American Soft Winter wheat, free from gar-

lic, on a weight basis of 61 pounds; and also (c) American Hard Winter wheat weighing 60½ pounds.

Two types of Argentine wheat are specified, viz.:

(a) Northern type, on a weight basis of 59½ pounds; and

(b) Southern type, with a weight basis of 60½ pounds.

For Australian wheat, the basis of weight is 60½ pounds per bushel.

No wheat weighing more than one pound per bushel under the basis weight can be accepted in the grade. Spring wheats must be reasonably hard of their respective types and all descriptions must be reasonably clean, though some heated, sprouted, frosted and/or smutted grain may be allowed provided that, according to the valuation of the Grading Committee, the wheat is not more than one penny per cental inferior in value to basis quality. If the deficiency is more than this, the wheat is rejected. Should the wheat proffered be superior to basis grade, the committee may allow a premium not exceeding three pence per cental. Allowances in gradations of half penny per cental may be made on wheat within the grade, varying thus from one pence below, to three pence per cental above, contract price. The association's Standing Grading Committee, acting through a sub-committee of five, is responsible for the inspection of samples and the issue of grading certificates. It should be noted in regard to Liverpool contract wheat, that it must be tendered to the buyer ex-store at Liverpool; this regulation is essential, as the secretary of the association is responsible for the proper drawing of samples from each lot of wheat to be graded.

(To be continued)

## Combating Mill and Elevator Hazards

Accidents to Employes in the Elevator and Feed Mill and  
How They May Be Prevented\*\*

By R. C. BARR

Safety Engineer, Lumbermen's Mutual Casualty Company

THERE are a few well-known hazards in the average plant which practical operators, interested in the welfare of those who assist in the handling or production of your goods, would do well to consider from an accident prevention standpoint. All transmission shafting at low levels or on platforms where men frequently go should be guarded, and guarded in a manner that will not ensnare a person's clothing. This shafting can be protected by means of an inverted trough or metal guard, supported and built in such manner as to permit thorough cleaning underneath so as not to form a collecting place for dust.

All gears should be guarded. A solid guard will add years to the life of moving parts by excluding dust and dirt. Sprockets, gears, and chains on the sides of separators should be protected. This can be easily done by means of a panel guard supported from the wood side of the separator with T-head bolts set in slots. Such construction permits easy removal and replacement. If you must see what is going on behind the guard, employ a wire mesh, a perforated metal, or an expanded metal panel. Chains and sprockets at the ends of reels, screw conveyors, and purifiers can be guarded in like manner.

Elevator legs seldom present serious hazards, but many accidents are caused by them. Accidents happen sometimes when a man tries to grab a sample from a moving bucket through a hand hole, but more often when a man tries to remove a choke in the boot. Use a stick in removing choke, then if the machinery starts no personal injury will result.

Screw conveyors, when located where it is possible to walk on them, should have every inch

of their length under substantial covers, built so that they will not be loosened by top pressure. Many men have lost hands and feet when they walked on conveyors that were insecurely or incompletely covered, or tried to remove chokes during operation. If it is impractical to use solid covers, employ grating or screen.

Guards should always be provided on attrition mills and fans where heavy and fast moving belts are used. When the mills are placed end to end, a straight panel guard supported by angle iron or pipe standards set in floor sockets constitutes a reasonable degree of protection. This panel guard protects persons from accidental contact with belts on two adjoining mills. To my knowledge no one who has installed such guards has ever considered dispensing with them. Belts at the end rolls should always be well protected.

The belt manlift is a fine time saver for the operator in traveling from floor to floor. If, however, you want to be sure that your plant will operate continuously with a favorable accident record, you must consider the proper guarding of this machine to prevent many severe accidents. It is true that man himself, instead of the machine, can be charged with a majority of accidents; but, were it not for the temptation offered to man by the machine, accident history in mills would record many less fatalities.

In the first place, every belt manlift should be equipped with a bar at the top which will automatically stop the belt when a person strikes it. Of course, you may have a rope at the side, but the rope-operated device does not always work,

\*This report is used in the United States Federal Grain Supervision Schools in the discussion of grades as they relate to world trade.

\*\*From an address delivered before the Central States Safety Congress at Kansas City, Mo., in May.



as I have often found. Men should always face the belt and use both hands on the handle. How many times have you seen the sweeper riding up with his broom, or how many times have you carried objects in your hands while you were being lifted—objects in your hands that would handicap you in saving yourself if you became unbalanced? If you have to drop what you are holding, where is it going to land? On the man below?

For the sake of greater safety, discourage these careless practices and set a thoughtful example for the others.

Stencil your belt with the words: "Face the Belt and Use Both Hands."

One man recently told me that he always rode with his back to the belt. Asked why, he replied, "So I can jump if anything goes wrong." I can not understand his logic. If the belt breaks and falls there is little, if any, chance of jumping. Another practice not to be countenanced is that of two men riding on the same step.

Very often the manlift is used for the transportation of feed in sacks from floor to floor, and often the sacks fall from the narrow step on which they are placed. The result, too often, is that someone below is seriously injured, sometimes fatally. The manlift was not designed for such lifting, as the very nature of the platform indicates. If you want to eliminate another great cause of accidents in connection with machinery, you will not permit this practice in sack transportation, and you will substitute a safe method of conveyance.

An accident report recently stated that a man lost the end of a finger on a bag-tieing machine. I was curious because the machine generally is completely guarded. On investigation I found that the man had lifted the gear case cover and had tried to set the gears in motion with his fingers—and he did.

You are familiar with the packer. The operation and the machine itself appear to be safe enough, but gears operating from eight feet to 10 feet overhead are not entirely safe, as many packers will verify. These gears should be guarded to insure maximum safety while overhead adjustments are being made.

The sack sewer seldom causes any serious trouble except for an occasional needle puncture, which wound might become infected if it is not properly cared for. Accidents frequently occur to hand-sack sewers because of the unsafe disposition of needles not in use. Leather cases fastened to the clothing, and in which the points of needles are covered, will help to reduce these accidents.

Give a thought to the safety of the sweeper and oiler. He finds it necessary to go beneath the guards, and sometimes even removes them to execute his work properly. When you apply a safeguard to an exposure, assume you are the clean-up man, and study how to bring about his complete safety.

The oiler, caring for 30 bearings, must be ever alert to avoid injury. He must be somewhat of a contortionist in order to duck under and over moving belts and pulleys and sprockets, in an unguarded or semi-guarded plant, and through and around plant equipment and machinery where accidental contact might seriously injure or kill him. Ask him of the places he visits, of their hazards, and how his labor can be made safe. Improvements in oiling equipment, such as ring oiling bearings and capillary bearings, have lessened the oiling hazard, but in many of the older plants the old-type bearings are still in use. And give the oiler and the millwright a safe ladder, substantially constructed, which will not slip.

Trucking with two wheel trucks normally might not be considered a hazardous occupation, yet a review of accidents shows many trucking accidents. Men load their trucks too heavily and endeavor to lift weight beyond their strength—practices which can be stopped by the foreman.

In cold or cool weather, swinging doors are used to check drafts. Truckers must go through these doors, with the result that their fingers, knuckles, and arms are often struck by the doors as they

pass. Guards on the truck handles will lessen this type of accident.

Also, men occasionally run the four-wheeled trucks upon their own feet or over the feet of others; there has been some improvement in truck design, but the real cure for this is carefulness.

There are many varieties of trucking plates from dock to car door. Some are smooth steel plates with angle-iron stops against the dock and a line of drilled holes along both sides, which permit the introduction of carriage bolts at points nearest the car door sill. The angle-iron stop and carriage bolts prevent the slipping of the plate when a load is pushed on to it. If the plate is not blocked in some effective way, it is liable to become dislodged and fall between the car and dock, carrying the truck and trucker with it. It is better to make the surface of trucking plates rough so that slipping will be minimized. Wooden trucking plates are sometimes used and are satisfactory, if properly and strongly constructed from a series of thick slats with side rails, and adjustable to varying widths between car door and dock.

Be careful that your feed sacks are piled in a safe manner in the warehouse, and that they are properly tied, so that piles will not tip over while they are being worked on.

Sacks should be piled crossways, two on two, and set squarely down on the pile, instead of being pushed into place. In pushing them from floor level to upper levels, the bulk of the sack is closest to the piler, and the pile soon becomes a series of wedge shaped sacks which loosen easily by vibration, and fall. Many broken vertebrae have resulted from such accidents. Thin long slats of wood to act as a tie on every third or fourth layer of sacks will tend to reduce falling piles. Sacks should always be removed from the top when a pile is being taken down. Do not pile too high; this may seem to be an unnecessary admonition, but there is still evidence that some men need to be cautioned.

When a load of grain is shifted in on the side track and stops over the dump where the grain is to be unloaded, watch your accident producing factors. If the car is moved by a car puller, an accident may occur even before the car is over the dump, unless you are diligent. The slack cable is carried forward and fastened to the car with, probably, considerable slack in a coil on the ground. The slack is taken up by the puller and the cable whips into a straight position, striking anyone nearby who has not anticipated this movement, sometimes catching him between the cable and car journal housing. It is well to stand clear for this operation, and to have one man give the signal for power to be supplied.

The conservation of grain car doors is an economic requirement, yet frequently these doors are spiked in place, although nails would serve the purpose well. The usual outside box car door is difficult to handle, especially on old or damaged cars. Men use whatever tools are handy for opening car doors, and the result is many injuries. The foreman should watch this car operation carefully and should direct the work, or should place some one in charge who knows how to do the job safely.

Varying methods of removing grain car inner doors are employed. Perhaps the most common is the use of the power shovel rope or a chain block hoist. After the point is entered into or beneath the lower member of the doors, power is applied and the sections of doors are carefully lifted to let the grain flow out. These boards, when removed, should be promptly stored in a safe place where no one will brush into them or step onto their projecting nails. It is advisable to remove the nails or bend them down immediately. Never drop the boards on the ground.

The grain shovel ropes also present a hazard, a serious hazard in some cases. I have known of the amputation of a foot by this machine. The accident happened when a man's foot became entangled in a slack coil of the rope. As the slack was taken up suddenly he was unable to extricate his foot and he was jerked to the overhead drum.

Points of grain shovels sometimes become

caught on projecting nails or bolts in car floors. This hazard can not be seen on account of the grain. The shovel operator should release the handles when the shovel collides with a fixed object, thereby saving himself from injury.

There are many more causes of accidents. Those I have mentioned are the chief contributing causes as I know them. In seeking ways and means of cutting operating costs, every operator should study thoroughly his accidents and general accident causes, for every accident prevented is one less loss to be compensated—one less case of suffering, and one step closer to the more perfect accident record, which is within the reach of all who strive diligently to attain it.

## THE COMBINE BRINGS NEW PROBLEMS

"The combine is revolutionizing wheat farming. It is reducing labor, cutting down on harvesting costs and saving grain," says H. M. Bainer, Director, Southwestern Wheat Improvement Association. Continuing he says, "But along with these economic benefits the combine is not only compelling the wheat farmer to make radical changes in his harvesting methods but in his storing and marketing methods as well.

"Too much wheat all at once is one of the main difficulties. The combine method of today is making as much grain available in two weeks as was formerly available in six to eight weeks. This condition has made it impossible for any marketing system to handle the entire crop during the time it is being harvested. The only solution is more farm storage. Piling wheat on the ground may provide temporary relief but it is unsatisfactory. Farmers generally realize that additional storage is not only necessary but will insure more efficient returns.

"Combine wheat needs special attention. Before the days of the combine, when all wheat was cut with a binder or header and was shocked or stacked, the grain had time to cure before being threshed. Unless the swather and pick-up are used in connection with the combine, this process of curing is eliminated and any excess moisture in the wheat at the time it is harvested goes with it to the bin or the market.

"To insure dry combine wheat, wait until the crop is matured before beginning to harvest it or cut it with a binder or swather. Let the dew dry off before starting the combine in the morning. Wait long enough after a rain or wet spell for the grain to become thoroughly dry. For best results, green patches as well as weedy wheat should be cut with a binder or swather and should be cured before threshing. Keep wheat from green patches as well as weedy wheat by itself. Do not mix it with dry wheat. One load of wet wheat will lower the quality and grade of a whole bin full of dry wheat," such is the advice of director Bainer.

## DEFAULTER MUST PAY PENALTY

"Where a contract is defaulted the defaulter must expect a penalty in the measure of changed values," this was the decision handed down by Arbitration Committee No. 3 of the Grain Dealers National Association, recently, in settling a dispute involving partial default of a contract on the part of the seller.

In the case in question the seller contracted to ship three cars of corn to the buyer on or before November 16, 1928. Seller shipped only two cars within contract time defaulting on third car and so informing buyer in a letter which reached him on November 19. On that day buyer informed seller by wire that shipment would be accepted at one-half cent discount if made on that day (November 19) and at 1½ cents discount if shipped during November. Seller failed to reply to buyer's wire until November 23, when he sent a letter saying in effect that he considered the deal closed.

In handing down its decision the committee remarked that the seller should have immediately notified buyer if unsatisfactory discounts were offered.



## WILL ADDRESS FIREMEN ON DUST-EXPLOSION FIRES

Firemen from several states are calling upon the United States Department of Agriculture to assist them in meeting the unusual dangers and difficulties involved in fighting fires caused by dust explosions. Since the recent death of 125 or more persons in a Cleveland hospital from the release of poisonous gases, the attention of firemen has been drawn more closely to the peculiar problems of explosive fires.

David J. Price, engineer in charge of the Chemical Engineering Division of the Bureau of Chemistry and Soils, will give addresses and demonstrations on dust explosions at several short courses for firemen to be held this summer under the auspices of state universities. He has been requested to advise with the firemen of Illinois regarding dust explosions at their summer course under the auspices of the University of Illinois at Urbana, on June 18.

"There are fires in which the liberation of highly explosive gas is a great hazard and requires different treatment from the usual methods required to fight ordinary fires," according to Mr. Price, who cites cases in which dust explosions have occurred with disastrous effects after fire started, including a wood dust explosion in Milwaukee in which six firemen lost their lives, a spice dust explosion in Cincinnati which caused the death of four firemen, and another explosion in Cleveland in an aluminum-bronze factory which injured several firemen.

In addition to its work on dust explosions the Bureau of Chemistry and Soils has taken a leading part in efforts to reduce the fire losses in American farm homes and rural communities which have reached the appalling total of approximately 3,500 lives lost and \$150,000,000 in property losses annually.

## GRAPHIC STORY OF CANADIAN WHEAT POOL

Evidence of widespread interest on the part of the Canadian public in the Canadian Wheat Pool is indicated by an interesting and lengthy article by W. A. Irwin in the June 1, issue of *Maclean's* magazine, a Canadian weekly publication. In a manner calculated to interest the layman, Mr. Irwin tells the dramatic story of the formation of the giant wheat marketing company. In the title of his article he says, "The pool is the world's largest farm, the world's largest shipper of wheat, the biggest business in Canada—and it was built by the man behind the plow."

Here is Mr. Irwin's tense description of the early days when recruits for the pool were being sought.

Even to those conversant with the underlying conditions which gave rise to the new crusade, its reception in Alberta was truly astounding. Almost overnight, it seemed, the movement swept through the province with the speed of prairie fire. Out among the foothills, south toward the boundary, and north toward the Peace, the farmer "locals" sprang into action. In Calgary the executive of the United Farmers of Alberta took the initiative in setting up a provisional pool committee. Urban opinion rallied to the support of the project with astounding fervor. Two city newspapers, the *Calgary Herald* and the *Edmonton Journal*, invited Aaron Sapir, prophet of co-operative marketing, to enter the campaign and dig down into their own pockets for his expenses. . . . In two weeks 25,000 farmers tore up by the roots their traditional individualism and pledged their word and their wheat to the new collectivism.

## WEBB ELEVATORS GUARD TWO- WAY GRAIN EXIT

There are two routes by which McLean County grain can be shipped out of Le Roy, Ill. But whether it leaves via the Big Four, or over the Illinois Central rails, there is one of W. A. Webb's elevators to handle it.

Mr. Webb, member of the Grain Dealers National Association, as well as of the Illinois Grain Dealers Association, reports that business is good—for several reasons. In the first place, he says, the

local railroad offices give fine service, and he never has any delay to figure on in getting cars. Mr. Webb has gained the reputation of being a shrewd shipper, and his knowledge of market conditions at various points allows him to deal advantageously with commission houses in several cities, including Chicago, Champaign, and Cincinnati. J. H. Dole & Co., the Early & Daniel Company, and the Cleveland Grain Company are among those firms which can be counted on, says Mr. Webb, for fair dealing and prompt handling.

L. F. Webb, father of the present owner of the



W. A. WEBB'S ELEVATOR "A," LE ROY, ILL.

Webb elevators, died in 1909, after being active in the Illinois grain trade for over 35 years. So at Le Roy, Ill., W. A. Webb carries on the business started by his father at Macon and Assumption, Ill. Mr. Webb has other interests in addition to his elevator trade, and only recently returned from a trip to Mississippi, where he has an extensive acreage of cotton land.

Both of the Webb elevators are of cribbed, frame construction, but the house located on the Illinois Central is protected with metal sheathing. A combined capacity of about 80,000 bushels is provided



ELEVATOR "B" OF W. A. WEBB, LE ROY, ILL.

by elevators "A" and "B," which are just three blocks apart. No sidelines are handled as yet.

Fifty horsepower is developed by the electric motors in the Webb plants, and the belts take the power to a good, standard setup of elevator machinery. Corn shellers are provided in both the plants, and of the two grain cleaning machines, Mr. Webb says: "I couldn't get along without them." Oats, corn, and wheat are handled, and weighing equipment has been provided by Fairbanks, Morse & Co., Chicago. At the Big Four elevator there is a 10-ton Fairbanks Truck Scale, while at elevator "B", a five-ton Fairbanks Scale is installed. Both

have given very dependable, accurate service.

W. A. Webb was born in Macon, Ill., and it was in November, 1918, that he began operating his own grain business. He takes a live interest in the grain dealer associations to which he belongs, and usually is on hand at the conventions. Mr. Webb was one of the few country shippers who attended the Grain Dealers National Association convention last fall in Boston, Mass., and Mrs. Webb accompanied him there. A daughter went with Mr. Webb on his trip this spring to Mississippi.

## SOVIET RUSSIA LEADS WORLD IN CO-OPERATIVE MOVEMENT

In pursuance of its policy to foster co-operative marketing and other related projects in the United States, at the expense of a long established independent trade, administration heads at Washington, D. C., may logically study the co-operative movement at the place where it is most highly developed, in the Union of Socialist Soviet Republics.

Consumers have taken the lead in the world co-operative movement, both in organized membership and in the volume of business transacted, according to information received by the Department of Commerce based on statistics prepared by the International Co-operative Alliance compiled from reports from affiliated societies.

The general summary of the Alliance shows 169,057 organizations, classified as "agricultural", "consumers", etc. Of the total number, 125,140 furnished reports. They reported 51,770,787 members, and an annual business volume of about \$10,000,000,000.

Of the 31,101,054 members of consumers' co-operatives, 51.41 per cent were connected with organizations in the Union of Socialist Soviet Republics, 17.94 per cent were in Great Britain, 9.36 per cent in Germany, 5.62 per cent in France, 2.7 per cent Hungary, and less than 2 per cent in each of 23 other countries.

## CORN IN THE DIAMOND AREA OF AFRICA

Recently released Government reports dealing with the agricultural outlook in South Africa for the season 1928-29, indicate that the prospects of a good season in general may be anticipated, states a report from Assistant Trade Commissioner Edward B. Lawson at Johannesburg. In comparison with last season the total estimated production of wheat shows an increase of 14 per cent, oats an increase of 26 per cent, and barley an increase of 30 per cent. Although a smaller area of corn has been ploughed than last year in the greater portion of Natal and in a few Transvaal districts, the corn crop is generally promising and a good yield may be expected provided regular and sufficient rains fall and frost is late, as much of the crop is young and liable to be damaged by early frost. The corn crop may not, however, fulfill early expectations where late rains in important corn producing areas have seriously limited the growing period of the crop, but other crops may offset to some extent losses suffered in that line.

## AUSTRALIAN CEREAL OUTLOOK BRIGHT

As a result of fairly general rains throughout the country, Australian cereal producers face the happy prospect of the best cereal production in several years for this period of the season. Wheat plantings have been especially benefitted by the plentiful supply of rain.

E. C. Squire, American Trade Commissioner at Sydney, reports by cablegram that Australian wheat exports for the period extending from December 1, 1928, to March 31, 1929, amounted to 60,200,000 bushels. This figure includes exports of flour. Fifty-nine million bushels is the export expectation for the remainder of the season. On April 1, the visible supply of wheat in Australia was 45,000,000 bushels.



# Hints for the Elevator Millwright

## How to Rig a Sighting Level Together With Some Instruction in the Use of That Instrument

By JAMES F. HOBART

"BIG BILL" Davis was driving home from a "trout vacation" up in Michigan. He drove down the county road toward the Corwherye elevator where he was expected to spend a few days to help "touch up" things a bit in connection with an addition which was to be constructed.

Mr. Davis failed to locate the Corwherye elevator, and stopping his car, he signalled a man who was driving by and asked the way to the "Corwherye Grain Elevator"?

"You can reach the Corwherye elevator by driving a quarter mile south, then take the first turn to the right and drive about one-eighth mile."

"Thank you, Judge," said Big Bill Davis and he was at the elevator in a jiffy, where he found a couple of brick masons and some laborers trying to locate the footings for the foundations of the building addition.

Mr. Davis found that the masons had located one footing at the end of a wall, and were trying to obtain the level of the flooring at the other end of a wall about 20 feet long after it had been built. The larger mason was levelling along with a board for a straightedge, setting bricks in the sand to test the far end of the board, then raising or lowering the brick until the board was proved by the spirit level. The smaller mason had stretched a line from one footing to the proposed other footing and had hung a little cast iron level upon the line, as near its middle as he could guess.

"How is that level of yours?" said Big Bill, taking up the instrument. "It looks pretty well battered outside, but, by George," he said, as he tested the level, "it reverses exactly and the bubble moves as if it were in a mighty good alcohol vial."

"It ought to move well," said the mason, "I paid \$3.00 for that vial alone; it had been ground inside, so as to show a movement of the bubble for a varying level of  $\frac{1}{8}$  inch in 50 feet!"

"It is a good level," said Big Bill, "and it would make a good sighting level if you had a couple of sights put on it—I wish we had a builder's level. That is the instrument with which to locate all those foundation pier-footing levels."

"I wish we had one too," said the mason.

"I might rig some temporary sights on your level," said Big Bill. "Would you care if I made a screw-hole in each end of your level?"

"Not a bit, Mr. Davis—go to it."

### RIGGING A "SIGHTING" LEVEL

Mr. Davis hunted up the elevator "handy man" and got him to find a half foot of wood, about an inch and a half wide and three-quarters inch thick. Mr. Davis marked off two two-inch lengths to be cut off. After the edges had been squared and made parallel, holes were bored a half inch from one end of each piece. Then a couple of  $2\frac{1}{2}$ -inch wood screws were hunted up and a hole made by one in each piece, through the narrow side, and midway in the longer end, between the three-fourths-inch hole and the end of the block. The screws in these holes were for fastening one of the two-inch blocks to either end of the mason's level, and on the edge thereof.

Mr. Davis drew a knife mark along each block, three-fourths-inch from the side—or edge—which was to lie against the level. On the sight block which was to go on the forward end of the level, Mr. Davis drove two small nails on the knife-mark, one nail on either side of the hole and twisted a hair around the nails and fastened the hair with some tire cement in such a manner that the hair laid horizontal, and fair upon the knife-mark. On the other block—the "hind-sight"—Mr. Davis cemented a bit of thick paper. Then, over the three-fourths-inch hole, he drew a line with a sharp pointed pencil, across the paper and in line with the knife-mark on the block. A hole was then punched with a common pin on the pencil line, in

the middle of the three-fourths-inch hole—and the sights were ready for the level.

There were no brass ends on the mason's level and the blocks were screwed in place, the three-fourths-inch holes overhanging on the same side, as close to the ends of the level as possible. The best end of the level was used for the rear end, in order that the eye might be placed as close as possible to the "peep sight." When the blocks were screwed in position, they stood at right angles to the level and the peep hole and the hair line were both as exact as was possible, three-fourths-inch above the top edge of the mason's level.

### ADJUSTING THE SIGHTING LEVEL

"Now," said Mr. Davis, "let's adjust that level." Mr. Davis directed a workman to select six narrow boards from a pile of rough lumber and to pair them temporarily together in three sections of equal length anywhere between 15 and 20 feet. With a couple of small nails in each pair of boards, they were arranged in a triangle on the ground and a short stake was driven into the ground where the board-ends came together, after which the boards were taken apart and restored to the pile again.

Over one of the stakes, Mr. Davis placed an empty barrel, adjusted it to stand level on the ground, and had a man throw some dirt inside to hold the barrel steady. A short piece of flat, smooth, level board, large enough to place the sighting level upon, was placed on top of the barrel with four narrow shingles interposed between the board and the barrel, the level placed on the board and levelled by means of the four shingles. Mr. Davis directed that two more benches be built at the other two triangle stakes. Another barrel was found, and a pile of lime in sacks served as a third support for a board upon which the level could be placed.

When test benches Nos. 1, 2, and 3 had into shape, Mr. Davis borrowed a pair of calipers and very carefully and accurately measured the vertical distance between the level cross-hair and the bottom of the level. He found this distance to be, as closely as he could determine,  $4\frac{1}{2}$  inches. He then measured the other sight from the center of the peep-hole to the bottom of the level and it seemed to be a very slight fraction greater than the other measurement. Mr. Davis then had the "handy man" cut off two pieces of the  $\frac{3}{4}$  by  $1\frac{1}{2}$ -inch stick, exactly  $4\frac{1}{2}$  inches long. After the stick had been planed square on its edges, it was sawed off in a miter box so the ends were smooth and square. These two pieces were cut to  $3\frac{1}{2}$  inches with all the exactness possible.

When test benches Nos. one, two and three had been completed, Davis placed the sighting level on bench No. 1, leveled its board accurately, placed the sighting level in position and pointed it toward one of the  $4\frac{1}{2}$ -inch blocks which had been set on end on bench No. 2, exactly over the stake above which that bench had been built. The other  $5\frac{1}{2}$ -inch sighting block was placed in a similar position on top of bench No. 3.

Mr. Davis then had the board on bench No. 2 raised or lowered, as found necessary, until the sighting level peep hole and cross hair pointed exactly at the top end of the sighting block on bench No. 2, the board on that bench being kept absolutely level, in all directions. The level was then sighted to the block on bench No. 3, and operations repeated until its little sighting block was also exactly in line with the sights on the level.

The object of the operations above described was to place the sighting blocks, and consequently the boards, on benches two and three, exactly level with each other. As benches two and three were both located at exactly the same distance

from bench No. 1, it is evident that these benches were accurately level with each other, even though through error in the unadjusted sighting level, stations two and three may be either higher or lower than bench No. 1.

Next, the level was placed on bench No. 2, and sighted to the top of the block on bench No. 3, and it was found that the block on No. 3 bench was apparently a very little too low. The level was then placed on bench No. 3, and sight taken at the block on bench No. 2, when it was found that this block was apparently too low, also, the cross-hair sight passing slightly above the top of the sighting block.

Mr. Davis loosened the screw in the peep-hole block and placed a piece of paper under the block and tightened the screw again. This adjustment was continued until from both stations two and three, the level would sight exactly at the top of the block on the other station, showing the level to be in proper adjustment.

### USING THE SIGHTING LEVEL

The level having been fitted with sights and tested as above described, Mr. Davis instructed the "man's size mason" as he called the larger one, in the use of the level and directed that a stake be driven in the ground at each point where a reading of level should be taken. Mr. Davis further directed that the stakes be all made stout and well driven into the ground. Mr. Davis then showed the mason that he had located test bench No. 2 in such a position that every stake could be seen from that testing bench. Mr. Davis further explained that in case it was found impossible to see all the leveling stakes from bench No. 2, that bench No. 3 be so located that the stakes not visible from bench No. 2 could be seen from bench No. 3. Mr. Davis then said that there was no further need of bench No. 1, and it could be dismantled at any time.

One footing having been located, the problem is, to drive all the stakes, or to saw them off, so that the top of each stake is level with the top of the footing already located and constructed. Accordingly, the sighting level was pointed at the first footing, the level examined to see that the bubble was exactly central, then a narrow strip of board was placed on end upon the completed footing, and a sight taken along the level to the strip of wood which will be called the "leveling rod." The mason held his two-foot, folded rule squarely across the leveling rod and moved the rule up or down as Mr. Davis directed, keeping the rule level and the rod plumb, until the cross hair fell squarely upon the top edge of the rule held firmly against the leveling rod.

The rule was held securely in place while Mr. Davis approached and pencil marked the rod along the top edge of the rod, which was then sawed off at the pencil mark, another sight taken over the level, and found to barely cut the tip end of the rod, with the cross hair sight.

The leveling rod was then up-ended upon one of the position stakes, the level turned in that direction and adjusted, and a sight taken at the vertically held rod upon top of the stake. Mr. Davis then took a sight at the rod and directed how much the stake should be driven in order that the cross hair might sight even with the top of the rod. When it was found that the stake could not be driven down far enough, the rod was held against the side of the stake and moved up or down until its top end was cut by the cross hair. Then, a pencil mark was made along the lower end of the rod, upon the stake, which was sawed carefully to the pencil mark thus made, after which the rod was sighted while held on the top of the stake in order to check the proper height of the stake.

Mr. Davis instructed the mason that, when using the sighting level, he never under any circumstances should take a sight at the rod without first taking a last look at the level vial and making sure thereby that the leveling instrument was in proper position. Mr. Davis then told the mason that two things were required in order to do accurate work with the sighting level, the first requirement being that it be placed exactly level while in use,



as described above. The second requirement was, Mr. Davis said, that accurate sighting be done so as to place the cross hair exactly fair with the object sighted at. The mason was also instructed to occasionally test the accuracy of the adjustment of sight on the level by taking a sight at the little 4½-inch leveling block while in place on bench No. 3.

The mason quickly "got the hang" of the sighting level, and soon had all the stakes properly driven down or sawed off. The mason, however, complained to Mr. Davis that he had trouble in looking at a target through the little three-fourths-

inch hole which surrounded the cross hair. Mr. Davis told the mason there was a "knack" in looking through the hole, and that to point the level at a target, to first take the whole cross as a sort of rough sight which could be readily directed toward the target, after which the finer sighting could be done as the eye finally penetrated the cross hair hole. Mr. Davis told the mason that he could use the larger holes in bigger sight blocks and make the cross hair hole any size he desired. Or he could use a longer block, crosswise the level, and make the hole oval and several inches wide if desired with a cross hair correspondingly long.

## Foreshadowing a New Era for Chicago

### B. A. Eckhart House Is Forerunner of Great Era of Elevator Construction in Windy City

CHICAGO, fastest growing big city in the United States, and home of the Chicago Board of Trade, world's busiest grain market, has during the past 20 years become peculiarly inactive in maintaining its position as one of the largest terminal centers for grain shipments. The construction of elevator storage capacity has lagged far behind other local building programs. There has, in fact, been proportionately little elevator construction in Chicago since the era of the old wooden houses. This, of course, with a few notable exceptions. The remaining wooden elevators are rapidly passing into the discard, and far-sighted men are already predicting a program of concrete elevator construction as Father Dearborn's next big step forward.

Predictions of this kind, moreover, are not based solely on the fact that wooden elevators are, at best, an investment of an older day for valuable property. A circumstance of far greater moment dictates the forecast. With the Hoover Administration actively and favorably disposed toward the Lakes-to-the-Gulf deep waterway and the St. Lawrence waterway, these monumental improvements loom on the immediate horizon, and with their coming Chicago can hardly escape becoming a grain port, perhaps, not second to Montreal. In order to assume this important duty the Illinois metropolis must soon embark on a campaign to provide storage space sufficient for its new role.

One of the forerunners of this era is the new 425,000-bushel fireproof reinforced concrete grain elevator of The B. A. Eckhart Milling Company. The Eckhart company, one of Chicago's pioneers whose influence has been felt in connection with the city's great development, operates the new elevator in connection with its flour mill located at Carroll Avenue and Elizabeth Street.

The elevator consists of 12 tanks, arranged in two rows, six tanks to each row, with a headhouse surmounting the tanks. For the foundation 802 composite piles were driven ranging in length from 52 to 70 feet. Mention might be made that a composite pile has for its lower section a wood pile which has its top cut off below the water level to prevent dry rot. The wood piles are then capped with a concrete section that extends up to the foundation slab. The tops of the wood piles are one foot, six inches below city datum, which is considered to be the average water level and is approximately 16 feet below the ground. The concrete pile sections averaged about 12 feet in length.

The tanks are 20 feet six inches inside diameter, with seven-inch walls and 116 feet one inch high, the basement story is eight feet high and the conveyor belt cupola over the tanks eight feet five inches high and 12 feet wide, making the storage structure 124 feet five inches high above basement floor. The basement floor is four feet below the top of the ground level. The outside of the tanks is covered with asphalt pitch under ground.

Grain is received by cars on two receiving tracks and discharged into two receiving hoppers by means of Clark Automatic Power Shovels. The receiving

hoppers load grain onto a 36-inch receiving belt conveyor which carries and discharges the grain into the loftier leg. The receiving belt conveyor is located in a concrete tunnel with its floor seven feet below the base of rail and has a walkway on both sides.

The receiving hoppers are equipped with a Stevens Interlocking Machine, which interlocks the operating levers so that grain can only be unloaded

A large interstice bin is subdivided into one bin above for unclean grain and one bin below for clean grain, there being an intermediate floor for a No. 11 Monitor Receiving Separator.

All of the storage tanks and interstice bins have hoppers bottoms with a slope of eight vertical and 12 horizontal and discharge by gravity on to a 30 inch shipping belt conveyor which in turn carries the grain to the loftier leg. The nearby tanks and interstice bins discharge direct to the loftier leg.

Connection with the existing present elevator was made below by extending the basement belt conveyor from the old house into the new. A horizontal foot bridge of structural steel extends from the present elevator to the cleaner floor in the new house. A spiral stair gives access between the bin floor and leg head floor.

Sufficient area and strength is allowed in the design to carry a 50,000-gallon water tank on the top of the storage bins for the fire protection system of the mill. An automatic fire door in the tunnel separates the new from the existing elevator.

The C. C. Anderson Company were awarded the contract for the excavation work. The composite pile foundation work was done by the Western Foundation Company. The Webster Manufacturing Company furnished all of the machinery, buckets and rotary valve. Operating levers were furnished by the Weller Manufacturing Company. The steel for the track shed and elevator was furnished by the Lakeview Iron Works and the Schreiner Steel Products Company furnished the



B. A. ECKHART ELEVATOR, CHICAGO, DESIGNED AND CONSTRUCTED BY M. A. LONG COMPANY

from one pit at one time and thereby eliminates the possibility of mixing grain. The interlocking machine is located on the first floor next to the elevator leg casing, so that an operator may observe how the buckets are filling. A shipping track is located next to the elevator. The receiving and shipping tracks are housed in a track-shed of structural steel 48 feet wide and 50 feet long enclosed with Armco Galvanized Corrugated Iron.

The loftier leg is equipped with one row 16-inch by seven inch by seven inch Rialto Buckets giving a capacity of 6,000 bushels per hour. The loftier leg is driven by a 40-horsepower motor, a Morse Silent Chain Drive and Reducing Gear provide for the speed reduction. The elevator head drive is equipped with an improved back stop which automatically prevents the reversing of the elevator leg belt and thereby eliminates any possibility of a choke, which has been a bane to elevator operators for many years. The loftier leg elevates and discharges grain into a 2,000-bushel scale hopper, which is equipped with a 36-inch rotary valve and turnhead. Grain is discharged through the turnhead and spouted direct to nearby bins or, on to the 36-inch storage belt conveyor for distribution to the tanks and interstice bins by means of a two pulley tripper. Grain may also be spouted to the adjoining existing elevator for transfer to the mill.

scale hopper and door frames. Doors were furnished by the Variety Fire Door Company. The Weller Metal Products Company supplied the receiving hoppers, man and spout hole frames with covers and spiral stairway. The miscellaneous steel work was furnished by the Sheet Metal & Conveyor Company. A. LeClair & Co. applied the Armco corrugated sheeting and roofing for the track shed while the dust collecting system was furnished and installed by the Cyclone Blow Pipe Company. Fairbanks-Morse & Co. furnished the hopper scale of the solid lever and latest improved type while the Materials Handling Equipment Company supplied the spouting, elevator leg casing, man hoist and ladders.

All of this elevator's rubber conveyor and elevator leg belting was furnished by the U. S. Rubber Company; silent chain drives by the Morse Chain Company of Ithaca, N. Y., and the Union Switch & Signal Company furnished the interlocking machines. The jacks used in the construction were made by the Nelson Machine Company; the cleaner by the Huntley Manufacturing Company.

The plant was designed and built by The M. A. Long Company who have offices in Chicago, Baltimore, Washington and Allentown, Pa. A. F. Eisner is manager of the Chicago office which handled this contract.





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JUNE 15, 1929

## ROUTE NO. 4 FOR EXAMPLE

LIKE so many gigantic question marks, about 100 grain elevators punctuate Illinois highway No. 4 (U. S. No. 66) between Chicago and St. Louis. Who runs them? What grains are handled? How much can they hold? How old are the companies? Are they open for business? Are there any sidelines? Is there some ethical code, such as doctors cherish, that prevents elevator owners from advertising?

Occasionally along this route there will be seen an elevator with signs painted on it that answer one or more of the above questions. For the most part, however, the bleak, blank wall is the rule—and the welcome to the passing trade.

The fairly well established theory that it pays to advertise evidently has not made much impression upon elevator owners and managers. Route No. 4 gives a typical illustration of that fact. More glaring examples, perhaps, could be cited along other highways in other states. If business modesty is a virtue, the blank-wall elevator man has earned his halo.

## BARLEY FOR THIRST

SO THIRSTY, and incidentally, so hungry is Germany that her annual barley yield is only sufficient for six months in the year. Imports then, chiefly from the United States, must be relied upon to meet the demand during the other six months. A great percentage of the German barley crop is diverted from food or feed channels to brewers, and it is this cir-

cumstance which reacts to the benefit of the dry United States.

About eight times as much fodder barley is imported into Germany as other barley for brewing and industrial purposes, and last year the United States alone shipped over 30,000,000 bushels of No. 2 (fodder) barley to this continental republic. After the United States, the other main suppliers of fodder barley for Germany are Rumania, Canada, Morocco, Argentina, and British India.

According to United States Vice-Consul Zawadzki, in Berlin, the German consumption of barley is still on the increase, and an even greater trade with German barley importers may be impending. The tremendous increase in the demand for this grain within recent years, may best be seen by per capita figures. During 1922-23, Germany consumed 6.5 pounds of barley per capita, but in 1926-27, the consumption rate was more than doubled, rising to 15.5 pounds—the figure which has brought good business for the barley shipper.

## "DECIDEDLY LIMITED"

IN OUR last issue we noted that "President McPhail, of the Canadian wheat pool organization, has been telling Washington senators that the pool has had a great effect on the world wheat market. It would be interesting to know the nature of the influence claimed..." That paragraph has brought a welcome response from W. B. Herbert, of the pool's department of publicity and statistics.

Writes Mr. Herbert: "In view of your interest in this matter, I am glad to forward herewith copies of an article entitled 'The Market Influence of the Canadian Wheat Pool.' This was prepared by Dr. Harold S. Patton, of the Department of Economics, University of Cincinnati..." We have read the article with interest, and take the liberty of quoting the first sentence of Dr. Patton's summary: "*Although the stabilizing influence which the pool has been able to exercise on world wheat prices is decidedly limited, the system does serve to ensure that pool members will receive the full competitive value of their wheat in world markets, less the actual cost of getting it there.*"

That phrase, "decidedly limited," is a good one, and if Mr. Herbert has another extra copy of Dr. Patton's brief, we would like to see it bequeathed to President McPhail.

## A POST-MORTEM ON WHEAT SURPLUS DEVELOPMENT

INTERNATIONAL wheat prices remained at the lowest level since 1923-24, between the months of December, 1928, and April, 1929, according to a study recently issued by the Food Research Institute of Stanford University, California. The prevailing wide margin between exportable wheat surpluses and import requirements changed only a little.

Nevertheless, there were fairly wide fluctuations in prices. An extraordinary cold winter throughout the Northern Hemisphere seemed likely at the time to have damaged Winter wheat sowings, and this situation led to an increase of prices from early January to mid-February. The advance was considerably

greater in Chicago and Winnipeg than in Liverpool and Buenos Aires. After mid-February a sharp decline occurred and continued through the first third of May. It was nearly as great in Liverpool as in Chicago, but was smaller in Winnipeg. The decline seems to have been due not to a change in conditions of demand and supply for the present crop year, but rather to an accumulation of evidence tending to show that Winter wheat had not suffered unusual damage from the cold winter.

Other factors were doubtless important in the decline; the most noteworthy of these was the pressure of extraordinarily heavy stocks in exporting countries. This pressure began to be felt especially when the new Argentine crop began to move in large volume in late February.

International trade in wheat and flour was of record volume, as it had been in earlier months. Prevailing low prices encouraged importation and consumption, especially in ex-European countries. These imported much more wheat and flour than ever before. But in spite of the record shipments, the accumulation of stocks in exporting countries remained extraordinarily large. The prices of representative wheats in the United States were relatively too high to permit exploitation in a volume consistent with the available supplies, and here the accumulation of stocks has been particularly striking.

The volume of world trade for the crop year now seems likely to prove by far the largest in history. Net exports will probably approximate 950,000,000 bushels, around 100,000,000 bushels more than ever before. Year-end stocks seem likely to be of record size, with the greatest accumulation in the major exporting countries. Increased wheat consumption in terms of flour and feed in 1928-29 seems not to have caught up with increased production.

## "WHITE GOLD" EXPORTS

EXPORTS of milled rice from the United States, which have shown a steady and remarkable increase in the past four years, having gone from less than 40,000,000 pounds in 1925 to 289,000,000 pounds in 1928, are continuing the growth this year. The first three months' exports show a 40 per cent gain over 1928 to 109,710,000 pounds.

Full details of this rapidly growing division of the American export grain trade, made public this month by the Department of Commerce, disclose interesting details.

Porto Rico and Hawaii are, and have been, for years the best customers of continental United States for rice, but trade with these territories is considered internal trade and is not included in the export figures given above. Shipments to both of these territories have shown a steady increase, Porto Rico having increased from 140,590,000 pounds in 1925 to 196,499,000 pounds in 1928 and 53,000,000 pounds for the first quarter of 1929. Hawaii has increased from 47,204,000 pounds in 1925 to 72,901,000 pounds in 1928 and 20,735,000 for the first quarter of 1929.

The United Kingdom is the largest customer for American rice, having taken nearly 43,000,000 pounds in 1928 compared with only 15,000,000 pounds in 1925. Germany, how-



ever, is a close second and shows a more remarkable increase than probably any other country, having taken over 42,000,000 pounds in 1928 compared with less than 3,000,000 in 1925.

Japan is frequently a large purchaser of American rice but her purchases are very erratic, depending upon the size of her own crop and near-by Asiatic countries. Japan had an enormous crop in 1927 and 1928 and as a consequence has been practically out of the American market (except for broken rice) for the past two years. However, during March, 1929, exports to that country were 5,908,000 pounds, which is probably the forerunner of further purchases during the next few months.

California rice is similar to the Japanese rice, having been originally introduced from Japan. It is popular in that country. Even when it is not in the market for whole rice, it buys large quantities.

Exports to Cuba, the great potential market for American rice, increased from about 1,000,000 pounds in 1925 to over 25,000,000 pounds in 1928. The latter figure, however, represents only a little over 5 per cent of Cuba's total imports of rice. Imports for 1927 (1928 figures are not available) were 458,867,565 pounds, more than 90 per cent of which comes from the Orient. American rice, however, it is asserted, is not as well liked in Cuba as the Oriental rice. Either from long custom or from natural taste, the Cuban people say they prefer the eastern varieties which have almost no glutinous substance.

## EDITORIAL MENTION

The calendar says June, but it begins to look like a hard winter.

The index to an elevator's earning power is not its size, but its equipment.

June brings its usual quota of college graduates to the grain trade as well as to other industries. So the solution of farm relief, competition, freight rates, and all other dealer problems may be expected momentarily.

Canada is taking second place to the United States in wheat shipments to Greece. Fifty-five per cent is a controlling interest in anything, and that is what our exporters have had of the Grecian grain trade so far this year.

Ordinarily, Poland is interested in keeping all the rye produced within her borders. The picture is in reverse this summer, however, and she is trying to dispose of some. The export duty has been erased temporarily.

Shippers of corn on the east coast have been giving special attention to Guatemala this year. The 1929 imports of that country are scheduled to considerably exceed those of 1928, and may set up an all-time record.

The first annual Peruvian wheat contest has just closed with no little flourish. The presi-

dent of Peru, himself, looked over the 60 varieties of wheat entered in the exhibition at Lima, chewed a few samples, and announced, in flat contradiction to the Kansas theory, that Peru can raise the best wheat in the world.

Following the majority recommendation of the Tariff Commission, President Hoover is increasing flaxseed tariff from 40 to 56 cents per bushel. This is the sum total of farm relief today as provided by the new administration. When the debenture tempest in the Senate subsides, however, there may be something more substantial in the way of "farm relief" for grain dealers to think about.

### CROSS-SECTION NOTES FROM THIS ISSUE

*How an association, rather than a government, makes grain grades for a kingdom:* Page 721.

*All the details of one of Omaha's newest and finest grain storage plants:* First page.

*Something to bite into—for the reader who likes technical discussion of modern elevator millwrighting:* Page 724.

*Has a renaissance begun in Chicago elevator building? There's an answer and some evidence to support it:* Page 725.

*A European idea of grain bin spout architecture:* Page 720.

*Safety-first hints for application in your elevator:* Page 721.

*Two railroads; two elevators; one man that owns and successfully runs the latter in a typical Illinois town:* Page 723.

*Special correspondence from the principal United States grain markets:* Pages 734-8.

*Hay-Straw-Feed Department:*

*On the first page of this department hear Mr. Carpenter's side of the feed dealer story. Look in the Associations section for further reports from the last feed dealers' convention.*

*Nutritional facts on various hays and feeds:* Beginning on Page 742.

*Field Seed Department:*

*"The Red Top Champion of the World":* Page 748.

*150,000 bushels of certified seed wheat—Mr. Bainer mentions that and other seed records:* Page 755.

*"Route No. 4 For Example": Will that editorial (Page 726) hurt your feelings?*

While large sections of the United States corn belt have suffered from a cool spring, corn weather in Mexico has been good and the latest estimate is for an 84,000,000-bushel crop. Wheat also is making a strong showing. As compared with the previous season, the Mexican wheat crop is over 4 per cent greater for the 1928-29 yield which is estimated at 8 per cent above the harvest for the five-year average.

Nature's latest prank, according to a story in the daily press, has been to develop a goldfish with several sprouts of wheat growing from its head. When John Gronewald, near Pickerell, Neb., dipped a net into his cattle

tank in which he keeps a supply of goldfish, he noticed the freak. Roots to the extent of one and two inches long protruding from the throat and gills of the fish, while the stalk and blades were growing out a short distance below the eyes. We have no special fish story department, so we just slipped this "information" in here.

The Department of Agriculture in its crop forecast this month places the 1929 winter wheat crop in Kansas, largest producing state, at 160,600,000 bushels. (The 1928 yield was 177,361,000 bushels.) Winter wheat for Nebraska is put at 63,384,000 bushels; Oklahoma, 55,336,000; Illinois, 38,763,000; Ohio, 36,689,000; Texas, 31,013,000; Indiana, 27,334,000; Missouri, 23,639,000, and Washington, 22,663,000 bushels. It won't be long now until those figures (revised by the weather man) will be history.

The wet and dry press seem to agree that our liquid imports from the Dominion are on the increase, but the very dry and legal shipments of grain from across the border also are coming along in healthy volume. Imports of wheat into bonded mills for grinding into flour for export amounted to 455,000 bushels for the week ended May 25, the latest period on which the Government reports. For the period from July 1 to May 25, such imports totalled 19,849,000 bushels, as compared to only 14,337,000 bushels for the same period last year.

Ambuscade of its soldiers is not the only trouble France has to charge against Morocco. W. L. Finger, American trade commissioner at Paris, reports that the French market has been deluged with heavy shipments of Moroccan wheat during this spring and early summer and that the grain has been of very poor quality. France is interested, of course, in supplementing her own inadequate domestic wheat supply by importing Morocco's grain duty-free, rather than by importing foreign wheat. But the African colony's grain trade is so poorly organized that first grade wheat rarely comes from it. This situation may be bettered in the near future. Under the auspices of the French administration in Morocco an active propaganda has been started among the French farmers in Morocco with a view to the formation of co-operative associations for the sale the storage of the grain from southern capacity of 10,000 metric tons (367,000 bushels) each, are being built in Casablanca for the storage of the grain from southern Morocco. In northern Morocco it is proposed to construct elevators at Kenitra, Meknes and Fez, and at Martimprey near Oudjda in eastern Morocco. These elevators will be fitted with all equipment necessary for the cleaning and sorting of grain, which will hereafter be classified into graded lots. In true co-op style, the new organizations plan to eliminate the middleman and sell the wheat straight to the French mills without going through the usual French importers or dealers. Thus, in the general vicinity of historic Barbary Coast, where pirates once plied their trade, the Africans will seek to elude the middlemen pirates.



E. M. COMBS  
Chicago

# NEWS OF THE TERMINAL MARKETS

E. P. PECK  
Omaha

## DEMAND FAIR AT CINCINNATI

We have talked to the people in the coal business, the lumber business, and various other lines and they all seem to be of the opinion that they should have help as well as the farmer. Frankly, we can not answer your question as to the prospect of relief in the grain trade. The only thing we can say is that the dispute on at Washington has caused an uneasiness in the cash grain business which isn't the best for all concerned at the present time.

We are having a fairly good demand for all grain considering the season. The stocks of corn in our section are very light, and it looks as though the after-corn planting movement is going to be rather disappointing.—*The Early & Daniel Company, Cincinnati, Ohio, letter of June 10.*

## HARDENBERGH ACHIEVES NEW DISTINCTION

July 1, C. M. Hardenbergh, one of only two millers to achieve the distinction embodied in the presidency of the Kansas City Board of Trade, becomes vice-president of the Commander-Larabee Corporation. Mr. Hardenbergh is at present president of the Southwestern Milling Company, Inc., with headquarters in Kansas City. His new duties will call him to Minneapolis, which city he left 18 years ago when in 1911 he accepted his present position.

Mr. Hardenbergh has been a noted member of the Southwestern milling industry and grain trade since his arrival in Kansas City. Among other things he has served as president of the Kansas City Grain Club.

Since 1903, when he received a mechanical engineer's degree from the Massachusetts Institute of Technology, he has been identified with the milling

industry. In that year he started to work for the Northwestern Consolidated Milling Company which is a subsidiary of the Standard Milling Company, as is the Southwestern Milling Company, Inc. Mr. Hardenbergh was made assistant-superintendent of the mills. Later he became superintendent and from that position rose to the assistant-general managership of the Northwestern Consolidated Company. Subsequent to this promotion in 1911 he was transferred to Kansas City and his present position. Mr. Hardenbergh's father was one of the pioneer millers of Minneapolis.

## WICHITA RE-ELECTS ITS OFFICERS

At the annual election of the officers of the Wichita (Kan.) Board of Trade on May 14, William H. Smith, of the Stevens-Scott Grain Company, was re-elected president; J. A. Woodside of the same company is again vice-president.

Lon H. Powell was re-elected as a director and new directors chosen were E. H. Adair, R. W. Payne and A. E. Randle.

## GRAIN FUTURES ACT STILL IN BUSINESS

Federal Judge J. H. Wilkerson on May 31 denied the Bartlett-Frazier Company a temporary injunction, restraining L. A. Fitz, grain futures supervisor at Chicago, from demanding daily reports on futures trading.

The injunction was asked by the grain company as a test of the constitutionality of the Grain Futures Act, on the ground that the daily report of transactions would reveal secrets of vital importance in the buying and selling of grain. A further test of the contention will probably be made by the

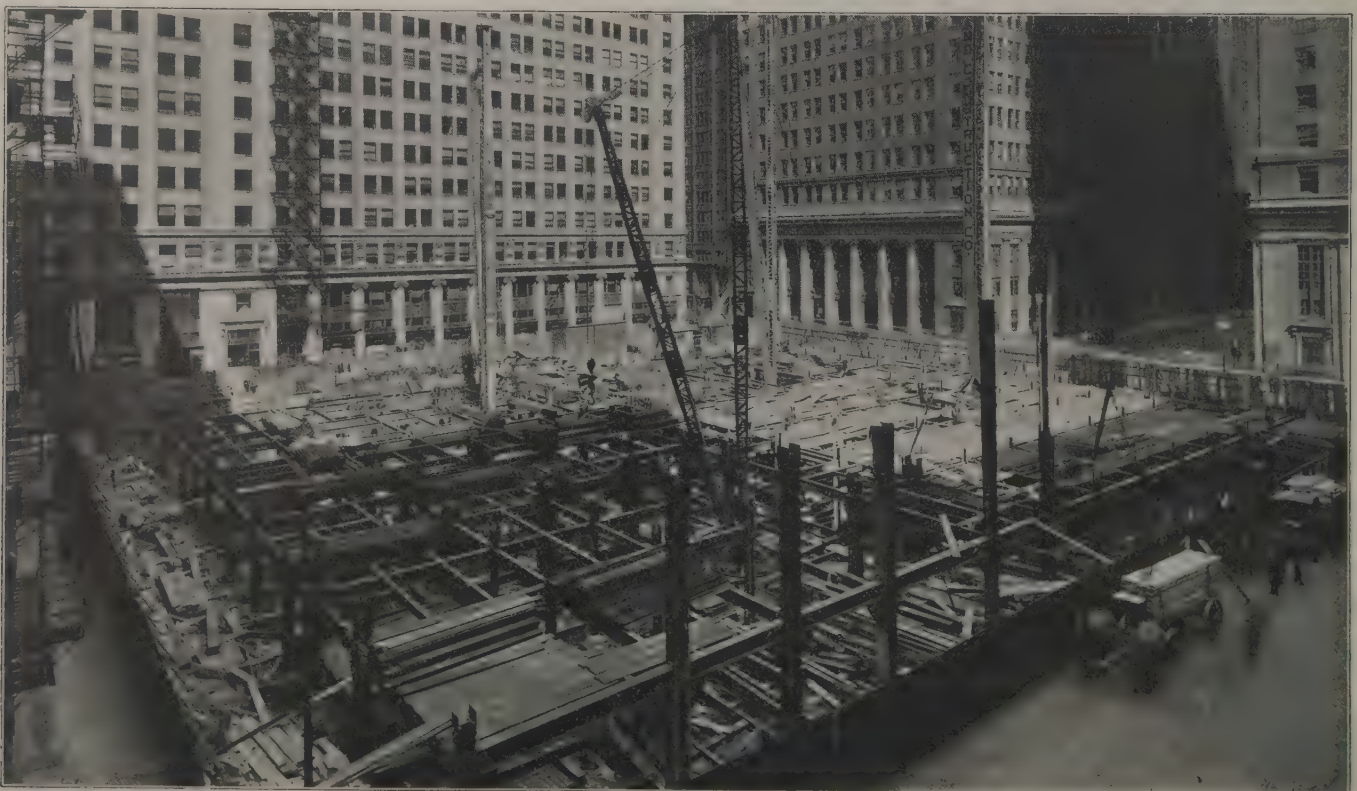
Bartlett-Frazier Company and those others interested in the case, before the United States Court of Appeals, as an appeal to that court is expected.

## BRISK CORN BUSINESS AT PEORIA

The business at Peoria has been principally corn and since we last wrote you we have had mostly light receipts, somewhat too light part of the time to supply the daily requirements which are now about 80,000 bushels. However, the average has been fairly good and prices here have been rather better than any other competing market. Right now there is some indication of a further movement—especially in Illinois and we presume in Iowa. The offerings today were heavier than for sometime past. We look for continued good demand here, as industries are not likely to curtail their grinds very much, if any. On the better prices that have been prevailing for some time the farmer is inclined to be a little more bullish but he should not forget that ruling values on corn are rather good and should the growing crop come along in satisfactory conditions we see very little reason for any material advance in the corn prices. While the "doings" in Washington are still a good factor to be taken into consideration, it may be that the present values are on a basis at which corn should be sold.

The oats situation has been a somewhat dull one—with light receipts here. There has been a right good local demand for oats for industries—also a fair shipping demand, and the elevator stocks are quite rapidly decreasing. We imagine that the present values on oats are low enough. There have been some sales of the new crop on a basis of about 2½ cents under Chicago September price. Some of the buyers are talking 3 cents under.

Wheat—Very little doing here—present prices are



THE NEW CHICAGO BOARD OF TRADE BUILDING AS IT LOOKED LAST MONTH WHEN ERECTION OF THE STEEL WORK WAS STARTED. THE PICTURE GIVES A SPLENDID IDEA OF THE NEW BUILDING'S COMMANDING POSITION AT THE HEAD OF LA SALLE STREET



ruinously low for the farmer and it will certainly be a relief to him if the movement at Washington results in materially higher prices.—*P. B. & C. C. Miles, Peoria, Ill., letter of June 10.*

### CHICAGO MAN WINS IMPORTANT NEW ORLEANS POST

R. C. Jordan, prominent member of the Grain Dealers National Association and for 19 years an employe of the Illinois Central Railroad, has been appointed superintendent of the public elevators at the port of New Orleans. Mr. Jordan, who for the past four years has been a resident of Chicago, is expected to leave for New Orleans and his new duties immediately. Reports place his salary for the new post at \$10,000 a year.

The following are the elevators of which Mr. Jordan will have charge at New Orleans: Public



R. C. JORDAN

Elevator, state owned, capacity 2,600,000 bushels; elevator "E," Stuyvesant Docks, capacity 1,500,000 bushels; elevator "D," Stuyvesant Docks, capacity, 1,000,000 bushels. Mr. Jordan is peculiarly fitted for his new position since he had charge of the Stuyvesant Dock elevators up to the time that the Illinois Central leased them to the New Orleans Dock Board four years ago. Part of the task which the new superintendent of public elevators will undertake is the modernizing of grain handling in the houses under his control. He will have complete charge of the personnel of all public elevators in New Orleans.

Mr. Jordan is a grain handling expert of 25 years experience and is well known to the grain trade. He began his career with the E. S. Easton Company of Peoria, Ill., where he had charge of a line of country elevators on the Rock Island. He remained with this concern eight years and then went with V. W. Bullock & Co. of Burlington Ia., where he remained for two years as a traveling solicitor. Subsequently Mr. Jordan was employed for a short period by two Chicago firms, and after that went to the Illinois Central with which company he has remained up to the present time.

### NAME COMMITTEES FOR PORTLAND EXCHANGE

A. M. Chrystall, head of the grain department of Balfour, Guthrie & Co., has been named president of the new Portland Grain Exchange which will begin its trading June 19. Sherman Draper of Albers Bros. Milling Company has been selected for the duties of secretary-treasurer.

Committees appointed to handle the various functions of the new exchange are as follows:

Business Conduct: A. M. Chrystall, chairman; E. S. Johnston; D. W. L. MacGregor; Peter Kerr; I. C. Sanford.

Membership: Walter Wilson, chairman; John H.

Noyes; Walter Johnson; J. W. Balfour, Spokane; E. V. Burlingham, Forest Grove; A. B. Francis.

Rules: S. E. Mikkelsen, chairman; Floyd Roberts; William Kearns; Mark P. Miller; Walter Wilson.

Warehouse and Elevator: A. E. Sutton, chairman; Phil Benedict; P. H. Carroll; Sherman Draper; C. M. Wendell.

Public Relations and Advertising: Sherman Draper, chairman; Hymen Cohn; R. B. Wilcox; D. E. Harris; R. J. Stephens, Spokane; J. H. Noyes; William Wood; John Settle.

Arbitration: Phil Benedict, chairman; Mark P. Miller; M. H. Dopplemaier; Fay Malone; O. C. Johnson.

Floor: Harold Sanford, chairman; Phil Benedict; Walter Johnson; Sherman Draper; Preston Smith.

Finance: William Kearns, chairman; E. V. Alward; August Berg; A. E. Sutton; E. A. Wyld.

Auditing: H. E. Sanford, chairman; W. L. Wilson, S. E. Mikkelsen.

### CROP EXPERTS SEE PLENTY OF GRAIN

The leading crop experts of the firms connected with the Chicago Board of Trade are in agreement that there will be plenty of grain this year, although there is a spread of 34,000,000 bushels in Winter wheat, 33,000,000 bushels in Spring wheat, and 104,000,000 bushels in oats in their estimates which are as follows, in millions of bushels:

	Winter Wheat	Spring Wheat	Oats
Murray .....	631	251	1,212
Snow .....	649	263	1,275
Cromwell .....	615	256	1,286
Bryant .....	640	230	1,316
Donovan .....	625	260	
Final 1928 .....	579	324	1,450

The average of the five reports on Winter wheat is 632; on Spring wheat, 252; on oats, 1,272.

### TOLEDO ADOPTS NEW SEED RULES

The Toledo Produce Exchange has adopted new trading rules for seed, which became effective on May 25. The new rules covering seed trading are as follows:

(RULE) All Clover, Alsike and Timothy seed delivered on contract shall be of new crop seed.

(RULE) All Clover seed shall be domestic grown. Oregon seed cannot be delivered on Toledo Prime Contracts.

(RULE) Seed of Clover, Alsike, and Timothy can be traded in 25 and 50-bag lots.

(RULE) There can be two grades of Clover traded in. One grade shall be known as Toledo Choice Prime, the other grade shall be known as Toledo Contract Prime.

(RULE) Toledo Choice Prime Seed shall be of good color, dry, sound, and reasonably clean, shall be evenly bulked and put in standard 16-ounce bags, which must be sound and well sewed.

Purity of the seed shall be at least 99.50 per cent. Germination shall be normal. Dodder contents shall not be greater than 1 dodder in every 50 grams of seed. Buckhorn contents shall not be greater than 1 Buckhorn in every 5 grams of seed. Shall not contain in excess of 20/100 of 1 per cent of any one variety of crop seed.

(RULE) Toledo Contract Prime Seed shall be of fair color. Dodder contents shall not be greater than 1 dodder in every 50 grams of seed. Buckhorn contents shall not be greater than 5 Buckhorn in every 5 grams of seed. Purity shall not be lower than 99.15 per cent with normal germination. Shall not contain in excess of 35/100 of 1 per cent of weed seed. Shall not contain in excess of 40/100 of 1 per cent total crop seed or 35/100 of 1 per cent of any one variety of crop seed.

(RULE) Prime Alsike. To be evenly bulked. Bags to be sound and well sewed. To be fair color, dry, sound, reasonably clean and only slightly mixed with brown. Purity shall not be lower than 98.75 per cent, with normal germination. Shall not contain in excess of 1/2 of 1 per cent of Red Clover, Alfalfa, Timothy, Sweet Clover, and White Clover, nor more than 1/4 of 1 per cent of any one variety of the above seeds, with the exception of White Clover. Shall not contain in excess of 1 per cent

of weed seeds and inert matter. Contents of weed seeds shall not be in excess of 1/4 of 1 per cent of any one variety.

(RULE) Prime Timothy. To be evenly bulked. Bags to be sound and well sewed. To be fair color, dry, sound and reasonably clean. Purity shall not be lower than 99.50 per cent and normal germination. Weed seed contents shall not be in excess of 1/4 of 1 per cent nor in excess of one-tenth per cent of any one variety. Hulled seed contents shall not be in excess of 35 per cent.

(RULE) The average weight of the bags, Clover and Alsike, in the 25 or 50-bag lots shall not be less than 151 pounds gross or more than 158 pounds gross per bag. Average weight of Timothy 125 pounds to 135 pounds per bag.

### COMMISSION RULES

For buying and selling, Clover and Alsike seed, one-half of 1 per cent for futures and 1 per cent for cash.

For Timothy and other seeds not mentioned above, one and one-half (1 1/2) per cent for carlots and two (2) per cent for less than carloads, with a minimum charge of one dollar (\$1.00).

For futures of Timothy Seed 1 per cent.

Clover and Alsike futures, 25-bag lots 1 per cent. When delivered 2 per cent. Timothy futures, 25 bag lots, 2 per cent. When delivered 4 per cent.

All commissions are based on the selling price except when delivered or shipped then the commission is based on the purchase price.

Stocks will be reported the last Saturday of each month.

### INDIANAPOLIS HAS NEW PRESIDENT

At the annual election June 10 of the Indianapolis Board of Trade Otto P. Deluse was elected president.

Mr. Deluse is treasurer of the Lew Hill Grain Company, and president of the Western Furniture



OTTO P. DELUSE

Company, of Indianapolis. He is a man of wide business experience, and has given much time to civic affairs of the city. He has served on the Board of Governors of the Indianapolis Board of Trade since 1921, and was vice-president of the organization during 1928. Mr. Deluse succeeds Mark Miller, who served as president during the past year.

Ernest M. Elliott was elected vice-president, and Tom Oddy, was reelected treasurer. The new president, O. P. Deluse, who has many years of business experience, will make the association a most useful officer.

### VARIETY IN ILLINOIS

One heavy rain, a few snow flakes, scattered showers, several spring like days comprised our weather log for past week.

Clover fields present the appearance of the heaviest crop in years, same just now in fragrant bloom. Alfalfa, pastures and grasses of all kinds are luxuriant. Some trees are dropping considerable of this



spring's leaves today, caused maybe by the late heavy frosts of this freakish season. News from our wheat fields confirm our last week's statement of short heads with a minimum number of grains to each mesh, lots of straw.

Most talked of situation here is the condition in our corn fields, or in some instances our prospective corn fields. Farmers have taken all kinds of chances in the matter of securing a poor seed bed in an effort to finish planting with more or less success. You can see them today burning the old 1928 stalks, plowing, discing, harrowing, planting, re-planting, and cultivating all in the same vicinity. Season is from two to three weeks late, ordinary chances are against a crop planted at this date, maturing a good yield of grain.

The above description applies to conditions existing in rather more than the southern half of this state.

During the almost two months of steadily declining prices most corn users had let their stocks run down; the recent advance brought many corn consumers into the market. The advance in prices also caused corn owners to sell a moderate amount, but press of delayed farm work will tend to lighten the movement to market.

Condition of the market for cash oats much same as in corn viz: A moderate movement to market with brisk demand for all offerings.—*H. I. Baldwin & Co., Decatur, Ill., letter of June 8.*

## VOLUME OF GRAIN FUTURES TRADING IN MAY

The volume of grain futures trading on the Chicago Board of Trade for May was far below the figure reported for May, 1928. The total for all grains was 1,601,113,000 bushels as compared to 2,073,784,000 bushels for May, 1928. This figure, moreover, was slightly below the total for all grain recorded in April of this year which was 1,617,392,000 bushels. The May total was divided among the grains as follows (the April figures are given in parentheses for comparative purposes): wheat 1,040,212,000 bushels (1,106,146,000); corn 482,265,000 bushels (426,574,000); oats 52,471,000 bushels (57,378,000); rye 26,165,000 bushels (27,294,000).

Average open contracts in futures on the Chicago Board of Trade for May "short" side of contracts only there being an equal amount open on the "long" side, were as follows: wheat 128,261,000 bushels compared with 104,123,000 in May 1928 and 146,314,000 in April 1929; corn, 54,897,000 bushels against 82,361,000 in May 1928 and 68,315,000 in April 1929; oats 19,095,000 bushels against 30,890,000 for May 1928 and 25,671,000 for April 1929; rye 8,696,000 bushels as compared to 7,763,000 for May 1928 and 8,971,000 for April 1929. Average total for all grains in May was 210,949,000 bushels as compared to 225,137,000 for May of last year and 249,271,000 for April of this year.

## WHAT MURRAY EXPECTS OF WINTER WHEAT

Nat C. Murray of Clement, Curtis & Co., Chicago, bases his estimate of the Winter wheat crop on the following factors:

Present condition of Winter wheat is estimated 81.6 per cent of normal, which compares with a 10-year average of 77.2. The yield per acre indicated is 15.6 bushels, which on the 40,467,000 acres, forecasts 631,000,000 bushels; this compares with 579,000,000 produced last year. A month ago our forecast was 617,000,000 and the Government 595,000,000. It may be remarked that all pre-harvest crop forecasts make allowance for some deterioration from the time of the forecast to the time of harvest. The Government last month made greater allowance for subsequent deterioration than did private estimates. The 10-year (1919-28) average condition of Winter wheat on May 1 is 85 per cent of normal; and the 10-year average condition on June 1 is 77.2 per cent of normal. That is, in the past 10 years there has been an average decline of condition from May 1 to June 1, in the same proportion as 77.2 is to 85; and in making a forecast from condition estimates, a condition of 77.2 on June 1 would indicate just as much as 85 on May 1; that

is, in making the forecast there is an allowance for the average decline. This year, although there has been some decline in condition from May 1 to June 1, it was less than the average decline allowed for in making the May 1 forecast; therefore the June 1 forecast is somewhat higher than the May 1 forecast.

## NEW YORK OFFICERS ELECTED

At the annual election of officers of the New York Produce Exchange, held on June 3, the candidates selected by the Nominating Committee received the unanimous vote of all the members participating. As a consequence the officers who served during the past year will remain in office for another term, viz, William Beatty as president, Axel Hansen as vice-president, and John E. Seaver as treasurer. The candidates elected to the Board of Managers were: Winchester Noyes of J. H. Winchester & Co., steamship agents; Samuel Knighton of Samuel Knighton & Son, Inc., flour; Robert F. Straub of Straub & Barry, commission merchants; J. J. O'Donohoe, grain; Milton W. Lipper of Arthur Lipper & Co., bankers and brokers; and Edward J. Wade, senior partner of Wade Bros & Co., brokers. The election of Messrs Lipper and Wade reflects



WILLIAM BEATTY

the growing interest of stock and bond houses in the affairs of the Exchange. John V. Jewell and B. H. Wunder were elected Gratuity Fund Trustees.

## TRADE DULL IN DULUTH

We are having the *Duluth Herald* send you a copy of a recent issue which carried an editorial that has impressed the trade around here very favorably. If you feel warranted in doing so the writer would be most pleased to have you give it a prominent place in your next issue.

The business in cash grain has been rather dull, the trade being inclined to await the action in Washington.—*White Grain Company, Duluth, Minn., letter of June 11.*

## SPECULATION AND WHEAT PRICES

One of the easiest things in the world is to suggest Government interference in business for the public benefit.

One of the hardest things in the world is to devise any method of Government interference, however well meant, that does not do more harm than good.

For instance, it seems very clear that one reason for the present pathetic slump in the price of wheat is that there is no speculative element in the grain market any more to support the market.

Congress sought to cure what it considered to be the evils of speculation in farm products. It was asked to prohibit future trading, but because it found that absolutely necessary even in such non-

speculative enterprises as milling, it couldn't. So it adopted an elaborate system of Department of Agriculture supervision over grain trading. All deals must be reported, and are subject to government analysis. When trading totals more than certain specified figures, the dealers may be compelled to tell all about every trader and every trade.

The Government hasn't forbidden speculation in farm products. But it has made it so uncomfortable that it just isn't done any more. People disposed to speculate will not submit their affairs to Government agencies for review, and they don't have to. So when they speculate, they do it now in something else than grain.

The average speculator is always a buyer. In the old days when grain prices slumped, they would look attractive to the speculator and he would buy for a rise, thus stabilizing the market. When grain prices slumped this time, speculators were not interested, and there were none of them in the market. So the slump just kept on, to the terrible cost of the wheat-grower.

There are observers who declare that wheat would be about 25 cents a bushel higher than it is today if the old speculative conditions still existed. That seems a very high price to pay for trying out experiments in Government interference with business processes.—*Editorial in Duluth Herald of May 30, 1929.*

## A. JOHANNESSEN TO BUY FOR NORWAY COMMISSION

A. Johannessen, who held the same position in 1927, has been appointed purchasing agent of the Norwegian Government Food Commission by the government of Norway. Exporting millers of the United States and Canada are well acquainted with Mr. Johannessen since he held this same position previous to the dissolution of the Norwegian Government food monopoly two years ago.

Before entering the service of the commission Mr. Johannessen was a member of an important Oslo flour distributing concern. He has recently been connected with Asbjørn P. Bjørnstad, one of the youngest flour agents in Oslo, in a firm which operated under the title of Bjørnstad & Johannessen.

## WHEAT DULL; CORN ACTIVE

Receipts of wheat here are nil, as about all the old wheat is cleaned out of this territory. The growing crop of wheat looks very good and is coming along in fine shape, although we hear complaints now and then in some localities of very thin stand.

The talk of farm legislation has boosted the price of wheat some in the last couple of weeks, but as yet has been unable to market any great amount for export, and some of the countries have put on an import duty against our wheat. The advance in the price of wheat is just about discounted in the amount of duty these foreign countries have put on it, they being afraid of what they call the "dumping process", or in other words, they want to take care of their own farmers first. No doubt if they actually need wheat this import duty will be taken off. In the meantime what the market is going to do is most anybody's guess.

Receipts of corn are increasing. The price has gone up considerably in the past several weeks, and farmers seem to be fairly well satisfied and are marketing some of their old corn, although we still hear of quite a few dollar bulls for corn in the country.

The growing crop is coming along in excellent shape and while there is a little corn that has not been planted, we believe the biggest part of the crop is planted and most of it up, showing a very good stand. Our market on corn is keeping pace with other markets and there is a good demand daily from the industries, although the eastern shipping business is practically nothing.

Receipts of oats are increasing and as the prices have had a fair advance, the country seems a little more willing to market. The demand is only fair, although it is some better than it has been. Our



market is keeping in line with other markets and we look for a fair demand to continue unless receipts get too heavy.—*Mueller Grain Company, Peoria, Ill., letter of June 12.*

### CHANGES IN MEMBERSHIP

**Chicago.**—The following have been admitted to membership in the Chicago Board of Trade: James L. Cooke, James L. Cooke & Co., Chicago; David Coleman, New York City; Cleaver Thayer, Cleaver Thayer & Co., Minneapolis; Frederick Hertz, Chicago; Major C. Holroyd, Uhlmann Grain Company, Chicago; Eugene E. Ford, president Hyde Park-Kenwood National Bank, Chicago; John G. Roberts, Rompel, Roberts & Walker, Chicago; Harry J. Lowenbach, Chicago; Banford B. Langill, Swift, Langill & Henke, Chicago; Solomon H. Kesner, Yellow Cab Company, Chicago. Memberships transferred on the Board of Trade are: Charles S. Packer, Charles W. Allen, Estate of Henry J. Thayer, Jacob Mor-duch, Jack C. Rothschild, Edward P. Dougherty, Robert Zunz, Milton H. Eschenburg, James S. Hart, and Harry B. Stewart. Changes in registration of members were as follows: Carroll V. Geran, registered for Anderson & Co., 120 Broadway, New York City; was registered for own account. Charles B. Lindsey, registered for Campbell, Stratton & Lindsey, 244 Bay Street, Toronto, Ontario; was registered for own account. Charles C. Renshaw, registered for Mitchell, Hutchins & Co., 231 S. La Salle Street, Chicago; was registered as partner, Clement, Curtis & Co. David Coleman, registered for Coleman & Co., Produce Exchange, New York City; was registered for own account.

**Duluth.**—F. H. Ramsay has been admitted to membership. W. W. Lyness is no longer a member.

**St. Louis.**—Admitted to the Merchants Exchange: R. G. Graham, Dannen Hay and Grain Company, St. Joseph, Mo., on transfer of H. A. Von Rump; I. F. Wieland, Seale Bros. Grain Company, St. Louis, on transfer of H. A. Von Rump; J. P. Fuller, Fuller Wooldridge Commission Company, St. Louis, on transfer of W. R. Crispin; W. D. Cunningham, Cereal Byproducts Company, St. Louis, on transfer of Elsom Heator.

**New York.**—The following have been admitted to membership in the New York Produce Exchange: Paul Uhlmann, vice-president of the Uhlmann Grain Company, Kansas City; Ivan E. Davidson of Earl & Stoddard local grain merchants; Nathaniel S. Einstein of D. H. Silberberg & Co., Robert P. Newton, of Boettcher, Newton & Co., B. J. Rockefeller of Schott & Galliver, and Monroe Coblens of Ernst & Co., all of New York; Douglas McIntyre of the Oceanic Grain Corporation; Walter D. Tod of the Canadian Co-operative Wheat Producers; Philip Wharton of Lanley, Wharton & Co., New York City. The following have been admitted as associate members: George Silver of New York City and Bernard W. Rosar of the local firm Melady, Rosar & Co., recently dissolved. The following have applied for membership in the New York Produce Exchange: Karl Schick of the Continental Grain Company, New York City; Herbert A. Dessau of Melchior, Armstrong & Dessau Company, Inc., New York City; Isidor Laszewitz of M. A. Hoffman & Co., and Milton S. Grossman both of New York City.

**St. Louis.**—A. C. Loring was admitted to membership on transfer of Robert M. Walker.

**Kansas City.**—Admitted to membership in the Board of Trade: Osborn P. Wheeler of Folsom, Wheeler & Co., on transfer of Leavenworth Fowler; Sterling Masters of the Hodgson-Cauthorn Grain Company on transfer of C. P. Cauthorn; H. O. McVey on transfer of H. W. Manuel.

### TERMINAL NOTES

H. A. Von Rump, for many years a member of the St. Louis Merchants Exchange has resigned to enter the real estate business.

Major General T. Q. Ashbarn, stopped at St. Louis on his way to Washington recently and conferred with members of the Merchants Exchange on barge line development.

A Tacoma grain company recently shipped what is claimed to be the second largest order ever sent from the port of Tacoma under one label. The

order consisted of 150,000 sacks of flour valued at \$200,000 and was put aboard the steamer Hassau Maru bound for north China.

The J. C. Crouch Grain Company of Fort Worth, Texas, has moved its office from the American Exchange Bank Building to the Perry Burrus Elevator office building.

Walter D. Todd, with the New York office of the Canadian Co-operative Wheat Producers Ltd., Winnipeg, Manitoba, has applied for a membership in the Baltimore Chamber of Commerce.

M. D. Mize, chief chemist of the Omaha Grain Exchange, was recently elected secretary-treasurer of the American Association of Cereal Chemists at the annual meeting held in Kansas City.

John J. Coughlin, Chicago, who is retiring from active operation in the cash grain trade after 45 years was recently presented with an electric mantel clock by a group of his friends in the trade.

The Uhlmann Grain Company of Chicago has opened a branch office in Dallas, Texas. The private wire system now covering offices of the company in the Southwest will be made to include Dallas.

The Herbert M. Welch Grain Company of Sterling, has opened an office in Denver, Colo., with Fred M. Smith in charge. Mr. Smith was formerly at the Sterling branch of the Smoot Grain Company.

Christian Bernet, president of the St. Louis Merchants Exchange in the year 1912 has been made an honorary member of the exchange. He retired from business a short time ago because of failing health.

The Eastern Grain Elevator Corporation of Buffalo, N. Y., on June 1 took over the 3,000,000-bushel Hecker elevator which was built last year. Superintendent Charles H. Williamson will retain his position.

The Kansas City Board of trade membership of Hale W. Manuel is posted to for transfer to Herbert O. McVey of the Simonds-Shields-Lonsdale Company. Mr. Manuel recently resigned from that company to take up other work.

On the fifth floor of the Cotton Exchange Building, Oklahoma City, Okla., a wire office has been opened by Wolcott & Lincoln, Inc., of Kansas City. A direct wire service to Chicago will also be at the service of the company's customers.

The Acme-Evans Company, Indianapolis grain and milling concern, has filed suit in Federal Court against the Celevalnd, Cincinnati, Chicago & St. Louis Railroad Company asking judgment of \$125,000 for alleged overcharges in freight rates.

The barge "Mildred Thurston", loaded with 200,000 bushels of wheat from Buffalo sank in the state barge canal at Orangeport, New York recently. In the work of raising the barge, Joseph Constantino, a boatman of Rochester, fell from another barge and was drowned.

An old St. Louis landmark, the building on North Main St., which for a quarter of a century housed the St. Louis Merchants Exchange, is passing into history. The pretentious old building which dates from the year 1857 is being razed to make way for a more modern structure.

The structural steel and iron workers strike in Chicago put a temporary stop to operations on the new Board of Trade Building and the new wage scale which was put into effect will materially increase the cost of the building. Iron workers, under the new contract, will be paid \$13 per day.

W. A. Hottensen, feed broker, grain dealer, and member of the Milwaukee Chamber of Commerce, recently returned from Washington where he represented the Milwaukee Chamber of Commerce on various matters before several of the Government bureaus. He predicted the failure of the debenture plan.

An indication of the effect that securities trading will have upon memberships in the Kansas City Board of Trade was revealed recently when a membership on that exchange sold for \$11,000. This price is \$1,000 higher than any price recently recorded. Since the membership was sold to a Kan-

sas City stock and bond house the sale is taken as good indication that there will be a good demand for memberships in the Kansas City Board of Trade when securities trading actually begins.

Robert G. Bell, of the Milwaukee grain company, W. M. Bell Company, had arranged to take passage on the return trip of the Graf Zeppelin. Not daunted by the ill-fated attempt of the Zeppelin to make the crossing, he has delayed his European voyage until such time as it can be made on the huge German air-liner.

The Interstate Commerce Commission has authorized the Mississippi river service to put in effect immediately reduced rail barge rates on wheat and flour for export from points in Illinois, Iowa, Kansas, Missouri, and Nebraska to New Orleans. The new rates are six cents per 100 pounds from St. Louis and 4.5 cents from Cairo, Ill.

Albert F. Nelson, who has been in charge of the Portland, Ore., district of Federal grain supervision since 1920, has been promoted to the board of review of the Government grain supervision service. He will leave for Chicago to take up his new duties early in July. In the meantime he will visit the other wheat export markets of the country.

The Portland Grain Exchange has notified the Grain Futures Administration that it will begin trading in Grain Futures on June 19. This date will insure a full attendance as it allows plenty of time for the return of Seattle and Portland grain men who attend the Pacific Northwest Grain Dealers Association convention at Spokane, June 14 and 15.

The St. Louis Merchants Exchange Protein Laboratory has recently increased its protein testing apparatus by the installation of one combination outfit consisting of 24 digesters and 24 stills. The laboratory now has a capacity of 48 units of distillation and digestion. This increase in capacity was necessary to take care of the peak load in the grain movement during July, August, and September.

A new company which will specialize in millfeed and coarse grains to be known as the Kresky Brokerage Company has been formed by D. H. Kresky, formerly sales manager of the Scout Milling Company, Kansas City, Mo. The main offices of the new company will be in Kansas City. R. W. Bravener, formerly of the Western Brokerage Company will be associated with Mr. Kresky in the new business.

This month E. P. Peck, charter member of the Omaha Grain Exchange celebrates his anniversary of 52 years in the grain business in Omaha. Mr. Peck, has twice been president of the Omaha exchange and has served on the board of directors for several terms. During his entire activity in the grain business he has been a member of the same firm although it has operated under a number of different names.

Arrangements for the opening of the securities trading department of the Kansas City Board of Trade have been completed and the opening day, June 17, is expected to be noteworthy. James N. Russel, chairman of the securities committee, has conducted several classes for the instruction of Board of Trade members in the intricacies of stock and bond brokerage. Applications for listing of local securities have come in faster than was expected.

The Pease Grain Company, Seattle representatives of the Canadian firm of James Richardson & Sons, Ltd., has taken over new quarters on the ground floor of the Marion Building, Second and Marion Streets, Seattle. J. A. Pease, president of the company is also vice-president of the Canadian brokerage firm of Miller, Court & Co., Inc. This company has leased the offices formerly used by the National City Bank which are directly across from the site of the new Exchange Building.

Counsel representing the Omaha Grain Exchange and Attorney-General Sorenson acting for the state, recently argued the constitutionality of the grain marketing law passed by the 1927 Nebraska legislature before the state supreme court. The litigation is a continuance of the injunction suit filed by the Omaha Grain Exchange in the Lancaster County



district court. The Omaha Exchange sought to prevent the Attorney-General enforcing the law but the lower court upheld it and an appeal was made to the supreme court. The law contemplates permitting buyers and sellers of grain completing their transactions, if they so desire, without unloading and weighing grain according to the rules of the grain exchange.

## ST. LOUIS OPENS FEED FUTURES MARKET

By a vote of 176 to five, members of the St. Louis Merchants Exchange adopted the rules for future trading in mill feed in an official balloting held on May 29. Trading in the mill feed futures began on June 10. Much interest was shown in the opening of the new market and on the first day 3,200 tons of all classes of mill feeds were traded in. The new market is, of course still in the experimental stage, but much interest has been evinced in it and there seems to be a call for a market in which millers can hedge their feed.

### RULES

The rules are adopted to cover trading in mill feed futures on the Merchants Exchange of St. Louis. It will be understood that these rules, together with the National Trade Rules governing transactions in feed stuffs, shall govern trades in mill feed, but the general practices and customs of trade as are now used and published by the Merchants Exchange in connection with grain futures rules and regulations are also applicable where they do not conflict.

### PLACE OF TRADING

All futures trades in mill feed under these rules must be made in the grain pit during trading hours.

### POSTING

All trades must be reported to the market reporter for public posting, as is done in grain, and the market reporter must record such trades as reported.

### DEFINITION

The definition of mill feeds shall be those as adopted by the Association of Feed Control Officials of the United States.

The following are the definitions of commodities deliverable on mill feed futures contracts under these rules:

Standard Wheat Bran shall be the coarse outer covering of the wheat kernel as separated from cleaned and scoured wheat in the usual process of commercial milling.

Standard Wheat Middlings shall consist mostly of fine particles of bran, germ, and very little of the fibrous offal obtained from the "tail of the mill." This product must be obtained in the usual commercial process of milling, and shall not contain more than 9.5 per cent crude fiber.

Brown Shorts shall consist mostly of fine particles of bran, germ, and very little of the fibrous offal obtained from the "tail of the mill." This product must be obtained in the usual commercial process of milling, and shall not contain more than 7.5 per cent crude fiber.

Gray Wheat Shorts shall consist of fine particles of the outer bran, the inner bran or bee-wing bran, the germ, and the offal or fibrous materials obtained from the "tail of the mill." This product must be obtained in the usual process of commercial milling, and shall not contain more than 6.0 per cent crude fiber.

Flour Middlings shall consist of standard middlings and red dog flour combined in the proportions obtained in the usual process of milling, and shall not contain more than 6.0 per cent crude fiber.

Wheat Mixed Feed (mill-run wheat feed) shall consist of pure wheat bran and flour middlings, or gray shorts, combined in the proportions obtained in the usual process of commercial milling. This product shall not contain more than 9.5 per cent crude fiber.

### CONTRACTS

Trading in mill feed futures at St. Louis shall be in contracts covering the following commodities:

STANDARD WHEAT BRAN.

STANDARD WHEAT MIDDINGS AND/OR BROWN SHORTS.

GRAY WHEAT SHORTS AND/OR FLOUR MIDDINGS.

WHEAT MIXED FEEDS.

Trading in other wheat mill feed may be made by private contract between buyer and seller at the time the trade is made.

Each calendar month shall be considered a trading month, but in no instance shall a futures contract for mill feed be made for a period longer than six months.

### UNIT OF TRADE

The unit of trade shall be 100 tons. Lesser quantities in multiples of 25 tons shall be considered job lots.

### COMMISSION CHARGES

The commission charge for the purchase or sale, in 100 ton lots, of mill feed will be 15 cents per ton, or \$15.00 per 100 tons round trade.

The commission charge for job lots of mill feed will

be 20 cents per ton, or \$20.00 per 100 tons round trade.

On all trades of mill feed made for members, the commission charge shall be three-fourths of the regular commission.

To members who personally do their own buying and selling for future delivery, but who clear their contracts through other members or firms doing business on the floor of this Exchange, the minimum charge shall be \$5.00 for 100 ton lots, and \$1.50 for jobs of 25 tons.

### BROKERAGE RATES ON MILL FEED FUTURES

The brokerage rate for buying or selling mill feed futures where broker does not handle any papers, make, or take delivery, shall be 20 cents per 25 tons.

### DELIVERIES

When deliveries of contracts are made in any current month for which they are sold, the seller must deliver to the buyer shipper's order negotiable bills of lading covering the mill feed to be delivered, and billed to St. Louis or East St. Louis, endorsed by the shipper, and also endorsed in blank by the member, firm, or corporation making the delivery. Where shipper's order bills of lading can not be furnished, delivery may be made on dray tickets, railroad receipts, or flat bills of lading, in which case the buyer shall deposit a certified check for the full value of the mill feed with the Secretary of the Merchants Exchange, to be held by him until the feed is in possession of the buyer.

The seller must also deliver to the buyer inbound billing which will enable the buyer to secure proportional billing outbound.

When seller delivers to buyer's office, by 12 o'clock noon of any business day, a dray ticket, railroad receipt, or shipper's order bill of lading, the buyer is to pay for same by 2 o'clock of that business day, and seller's responsibility as to further charges shall cease thereafter, excepting that the buyer shall be entitled to twenty-four (24) hours' free time, the buyer paying any reconsigning charge.

On days when the Exchange adjourns at 12 o'clock noon, delivery of papers giving title to mill feed shall be made by 10:00 a. m. and shall be due and payable by the buyer not later than 12 o'clock noon.

If dray ticket or bill of lading is delivered after 12 o'clock noon, any day during the contract month, payment is to be made by not later than 2 o'clock of the following business day.

### WEIGHING AND INSPECTION

All mill feed tendered on contract must be accompanied by a Merchants Exchange official certificate of inspection dated not more than three days previous to delivery, showing car number, initial, and the crude fiber content, and said mill feed to conform with the definition and analysis adopted by the Association of Feed Control Officials of the United States.

The buyer shall have the privilege of reinspection until 12 o'clock noon of the next business day after delivery.

All mill feeds delivered on contract must be cool, sound, and sweet, and must be packed in new 100 pound net weight sacks.

### SERVICE CHARGE

For the service of taking delivery, reshipping, and handling papers, the member performing such service shall, in addition to the regular commission, charge an additional fee for that service of not less than 50 cents per ton, which must be paid by the person for whom he is accepting or taking delivery.

### DEFAULT

In case any property contracted for delivery on futures contracts is not delivered at maturity of the contract, the purchaser may (demand for the property having been made, and money tendered, except such demand and tender have been waived by the seller) demand a settlement at the average market value of the property on the day of maturity of the contract, or may purchase the property on the market for account of the seller during the same or the next business day, notifying him at once of said purchase; any loss thus incurred by the purchaser shall be due and payable at once by the party in default and the seller shall pay to the purchaser, as a penalty for said default of delivery, an additional sum equal to 2 per cent of the average market value of the property on the day of maturity of the contract, but in no case less than 50 cents per ton, provided, that where the original purchase is made through a commission man who buys on purchaser's account, then in the event of default, such commission man shall be entitled to an additional period of 48 hours beyond the day of maturity of contract in which to make delivery, before becoming liable to the purchaser for a like penalty.

In case any property contracted for delivery on futures contracts is not received and paid for when properly tendered, it shall be the duty of the seller, in order to establish any claim on the buyer, to sell said property on the market at any time during the same or the next business day following such default, notifying the party in default at least three hours previous to said proposed sale, and any loss so resulting to the seller shall be immediately payable to the seller by the party in default, together with an additional sum, as a penalty for said default, equal to 2 per cent of the average market value of the property as shown by said sale, but in no case less than 50 cents a ton.

It is especially provided that the term "market value" is herein used shall be understood to mean the

value of the manufactured product for consumptive purposes in this market and for shipping purposes.

### CLEARING TRADES

All feed futures contracts shall be subject to such clearing houses rules as may be promulgated from time to time by the St. Louis Grain Clearing Company.

## TRADE NOTES

Each new installation of Morse Silent Chain Drives, made by the Morse Chain Company of Ithaca, N. Y., illustrates anew the efficiency and extreme flexibility of this type of power transmission. The new elevator of the B. A. Eckhart Milling Company of Chicago, equipped with Silent Chain Drives is one of the newest installations in the central territory.

One of the outstanding improvements in grain handling equipment of this Century, is the Grain Car Dumper made by the Link-Belt Company of Chicago, and described in this issue as part of the equipment of the Illinois Central Elevator at Omaha. It is doubtful if any equipment since the day of Oliver Evans has expedited the movement of grain more than the car dumper.

Lacing belts properly—that is, so that the joint will be as strong as any other part, so that there will not be a noisy and weakening jump when the joint strikes the pulley, so that there will not be a great expense of time and effort on the job—all this used to be quite a problem. It is so no longer, for Alligator Steel Belt lacing, made by the Flexible Steel Lacing Company of Chicago, has made possible a quick, efficient joint in any kind of belt.

When you need a new conveyor belt do you send to the manufacturer, perhaps hundreds of miles, and wait his convenience for your replacement? Or do you go to the nearest supply distributor and get what you want when you want it? The Republic Rubber Company of Youngstown, Ohio, makes it a policy of having wide dealer distribution so that your wants may be served without delay. They will be glad to advise you of a near-by dealer so that in emergency you can get quick action.

The growing use of feed grinders in elevators has called attention of many dealers to the necessity of having a good conveyor to handle the ground material to the most convenient place for sacking. For as many years as the majority of readers have been in business Caldwell Helicoid Conveyors have been standard in grain handling plants. H. W. Caldwell & Son Company of Chicago, now a part of the Link-Belt Company, will be glad to go with you into your particular conveyor requirements without obligation on your part.

Every experiment in feeding, particularly of young animals, points to buttermilk as the favored source of many elements needed by growing chicks and young animals. In its semi-solid form it provides a concentrated, easily handled ingredient for mixed feed, and should be looked into by every feed manufacturer and by every dealer who handles feed-stuff ingredients. The Consolidated Products Company of 4750 Sheridan Road, Chicago, will be glad to explain fully what Semi-Solid Buttermilk will do and how profitably it can be merchandized.

## SEVEN REMARKABLE YEARS

The M. A. Long Company, Long Building, Baltimore, announces the opening of offices in the Commonwealth Building, Allentown, Pa. E. C. Machin, who, for sometime, has been in charge of Building Construction for the M. A. Long Company, will be resident engineer. The M. A. Long Company also maintains offices in Baltimore, Washington, as well as in Chicago for the service of its clients.

The establishment of this new office in the Commonwealth Building at Allentown marks the rapidly expanding activities of the M. A. Long Company in the Allentown District, and assures those in the grain, cement and general building



field the personal service and cooperation of an engineer of recognized ability.

Mr. Machin represents one of the largest builders of cement plants, grain elevators, office buildings, schools, churches and kindred structures in the country.

The growth of the M. A. Long Company is one of the brightest spots in building history, for this Company, founded in 1922, has experienced phenomenal business ever since its organization. Seldom is a building contract awarded without inviting the M. A. Long Company to bid.

One of the M. A. Long Company's largest building contracts was the Baltimore & Ohio Grain Elevator. Another large one was the Keystone Portland Cement Plant at Bath, Pa., recently completed. In addition, the M. A. Long Company has erected the following well known structures:

Elevators for Anderson Grain & Feed Company, John E. Bastien Grain Company, Chesapeake & Ohio Railroad (operated by Rosenbaum Bros.), Commercial Solvents Corporation, Dietrich & Gambrell; B. A. Eckhart Milling Company; Highspire Flour Mills (owned and operated by Wheatena Company); and the Philadelphia Grain Elevator Company. Also the feed mill of P. Frederick Obrecht & Son, a hospital for the Hebrew Hospital & Asylum Association, a dispensary for Johns Hopkins Hospital, a school of Hygiene & Public Health for Johns Hopkins University, a warehouse and factory for McCormick & Company, an office building for Preble Corporation, an apartment house for Roland Park Apartments Company, a church and school for St. Ambrose Parish, a church for Sts. Philip & James Parish, a church and school for University Baptist Church, silos and pack houses for Bessemer Cement Corporation, silos for North American Cement Corporation, silos and pack houses for Standard Lime and Cement Company, silos for Vulcanite Portland Cement Company, a department store for The May Company, an aircraft factory for the Berlinger-Joyce Aircraft Corporation, and apartment hotel for the Club Apartments Company, a cabinet factory for the Columbia Gramophone Manufacturing Company, a factory for Crosse & Blackwell Company, one of the Federal Land Bank Buildings, and a synagogue for the Har-Zion Congregation.

This is a long and distinguished list and the M. A. Long Company is to be congratulated on the substantial volume of business it has won in so short a time.

## VETERAN MACHINERY MAN PASSES AWAY

An outstanding character in the grain trade and milling industries, Fred M. Woods, passed away suddenly in Portland, Oregon, April 1, 1929.

Mr. Woods was long recognized as a leader in his



THE LATE FRED M. WOODS

line of endeavor; and because of his integrity and square dealing won a large circle of acquaintances and friends.

Mr. Woods was born August 21, 1871. He was

successively sales manager of the Dain Manufacturing Company, Ottumwa, Iowa; president and general manager of the Midland Metal Manufacturing Company, Ottumwa, Iowa; and since 1922 Western Sales Manager of J. B. Sedberry, Inc., Utica, N. Y., with headquarters in Nampa, Idaho; and since 1926 in Portland, Oregon.

Mr. Fred M. Woods was a Knight Templar, Thirty-second Degree Mason, and a member of the Mystic Shrine, Kaaba Temple, Davenport, Iowa. He is survived by his widow, a sister, and a brother, John J. Woods of the Jay Bee Sales Company, Omaha and Kansas City.

## URUGUAY AIDS FARMERS

The government of Uruguay has approved a project for the erection of elevators for grain in the City of Montevideo, according to a report from Acting Commercial Attache Spencer B. Greene. The financing of these projects will be undertaken by El Banco de Seguros and the estimated cost will be \$1,000,000.

The plan for the assistance of farmers during the planting and harvesting seasons was also approved, loans to be made up to 20 per cent of the estimated crop. These loans will be principally made for the assistance in the purchase of raw material (sacking) for the making of grain sacks, salt, twine and harvesting machinery.

The National Council has also approved of a project for financing agricultural loans same being limited to \$2,000 to each applicant, and the several cases are to be decided upon the following points:

- (a) The value and economic importance of the machines desired for the locality.
- (b) The number of acres under cultivation in the section.
- (c) Number and valuation of milk cows, draft animals and general rural conditions.
- (d) The general financial condition of the applicant.

## NEW WHEAT LOADING GEAR

Pouring wheat into the bunkers at the rate of 200 tons an hour, a new bulk wheat loading gear was successfully demonstrated in a test recently conducted in one of the holds at White Bay, Sydney, Australia. The new machine, which is the invention of an Australian wharf laborer, is not only capable of tremendous loading speed but is also claimed to effect a great saving in the cost of loading bulk wheat into the hold of a ship.

So powerful was the blast generated by the machine in the White Bay test that the grain was flung fully 60 feet from the outlet, and a few turns of the machinery sufficed to distribute the grain evenly all over the hold. The new apparatus is capable of loading 400 tons of wheat an hour, but at the present time it is limited to 210 tons an hour by the delivery capacity of each chute from the elevator. For more rapid loading, however, it is proposed to place three motors on each hatch. In this way each hatch will be fed by one delivery chute from the elevator and a combined capacity of 600 tons an hour will be attained.

The machine consists of a subsidiary chute to convey the wheat from the elevator chute to the hold of the vessel, and a 40 horsepower motor to generate a forced blast of air. The forced blast is then conveyed through a second pipe to the hold where the wheat is discharged with great force in any direction desired.

The motor is mounted on a small turntable which may be operated by the electrician in charge. Besides the electrician only two men are required to attend to the elevator delivery chute. Thus it is claimed, that with the new apparatus three men can do the work formerly performed by 20 to 30.

According to E. C. Squire, American Trade Commissioner at Sydney, in his report of the machine recently made to the department of commerce, the cost of loading by the new method is roughly 10 pence an hour.

Coming into the market co-incidental with the in-

creasing popularity of the elevator system among Australian farmers, the new loader is no doubt destined to make a strong appeal in its native land at least. There are, however, minor imperfections which must first be corrected.

## A NEW RULE FOR AN OLD PRINCIPLE

About 30 years ago Andrew Zeleny, who was then, and is now, professor of physics at the University of Minnesota, conceived the idea of applying the well known principle of the thermo couple to storage bins making it possible in a simple and comparatively inexpensive manner to read the temperature of a bin of grain every five feet from the bottom to the top. The value connected with such a system in those days was



W. R. YOUNG, ENGINEERING EXPERT OF THE ZELANY THERMOMETER COMPANY

considered only along the lines of prevention against loss by overheating. Little did he realize that the idea would have added values in the years to come due to scientific research.

Now comes to hand the information that the baking qualities of flour begin to deteriorate at a temperature of 103°, and gradually diminish as the temperature rises, and at a temperature of 115°, flour made from such wheat has practically no value for baking purposes, although it does not indicate its condition in appearance. Many of us can look back to the times when our parents and grandparents purchased flour by the barrel, as in those days was the custom, and recall how our mothers would "worry and fret" over why the same brand of flour at times failed, when a new barrel was opened, to produce the same light fluffy biscuit, pie crusts, and cakes as the previous barrel.

What a feeling of satisfaction will come to the management of those mills and elevators who have their bins equipped with Prof. Zeleny's system and have for years considered it in the line of insurance against loss and the eliminating of unnecessary handling to determine conditions, to now be able by knowing the temperature of the contents of their bins to have the baking quality of their product always the same, due to it being possible to always use milling wheat that is known not to have had a temperature exceeding 100°.

For the terminal and commercial elevator to be able to equip their bins with a system that has proven its value and practicability through so long a period of time that they may be able to certify as to the temperature of grains while stored in their bins as without question they sooner or later will be required to do, should be of untold value, rather than, to be obliged to wait for and experiment with new and untried inventions. Prof. Zeleny should again be congratulated for his invention of years ago which today has greater value and will be in greater demand and a more necessary adjunct to an elevator than ever before. "He who serves his fellow man, serves his country well."



## NEWS LETTERS

## DULUTH

S. J. SCHULTE - CORRESPONDENT

MEMBERS of the grain commission houses at the Head of the Lakes are looking forward with deep interest to the outcome of the farm relief controversy at Washington. With the bill as at present outlined, it is figured here that the grain exchanges should be able to operate satisfactorily, but men long posted in the trade have expressed apprehension on the score of the possibility of the restrictions being so rigid as to afford small scope for marketing operations.

Percy Fuller, for several years associated with the American Linseed Company, died on June 10 at his home here after a lingering illness. He was manager of the company's Winnipeg office for several years and later took over its Duluth office after the transference of the late M. M. Smith, under whom he had first served, to New York.

A business change reported on this market during the last month was noted in the appointment of Robert S. Owens as assistant manager of the Occident Elevator Company. The change was brought about through the resignation of R. C. Schiller and the promotion of W. L. Brisley to his position as manager. Mr. Owens is well known in elevator circles here, having been for some time assistant superintendent of the Occident Elevator Company's Duluth plant, and he was for three years connected with the state grain inspection department at St. Paul. The Board of Trade membership of Mr. Schiller was transferred to Mr. Owens.

The recoveries of around 9 cents in Durum and Spring wheat prices on this market during the week preceding June 8 were regarded as trade life savers and even the stoniest among the pit operators are indulging in hopes that the betterment will continue until prices have been carried up to around \$1.25 a bushel and become stabilized there.

Recessions in prices and reductions in all-rail and lake-rail freight rates on grain to the seaboard have brought about more liberal shipments from the elevators during the first ten days of this month. Holding of houses at Duluth and Superior were brought down to around 22,000,000 bushels of all grains as on June 8, including 18,400,000 bushels of Spring wheat and Durum wheat. As considerable grain is scheduled to be moved east during the latter half of June, elevator officials are hopeful that stocks in their houses will not be found burdensome by the time the new season's grains should be due to move forward to the markets. A rate of 1½ cents from the Head of the Lakes to Buffalo as compared with 3 cents around the opening of navigation; 1½ cents to Georgian Bay ports as against 2 cents, and 7½ cents to Montreal as against 10 cents. The lake recessions were found necessary to enable shippers to compete with the cut of 2 cents in all-rail rates to the seaboard announced a few weeks ago.

While eastern inquiry for rye has been slow lately, holders are much firmer in their views. Holders of stocks in the houses are sanguine on the score of that grain being in more active demand in due course, taking their cue from the smaller acreages in this season's crop and prospective decreased crop yields through unfavorable weather conditions in some sections of the country.

Leading elevator and grain commission houses on this market have been posting the names of traveling representatives to go over the spring and Durum wheat areas during the fall season. In taking that action they have been intimating that they propose to get on the trail for shipments just as actively as if the farm relief agitation had not been stirred up.

Officials of houses handling flaxseed on this market have been encouraged lately by the broader interest and the steady gains in its quotations in the

last month. Heavier marketings of flax are expected this fall.

The hay market has been almost a negligible affair during the past year, according to the White Grain Company which had, in the past, specialized in it to some extent. R. M. White of that house commented upon the great falling off in hay consumption progressively during the last five years as a result of horses having been largely eliminated from the transportation picture. He noted too that woods products operators have been in position to cover their hay needs from growers close to their camps. He commented with satisfaction upon the development of the dairying industry over the Northwest, having afforded a broad market for all classes of feeds that did not exist a few seasons back.

A load of 100,000 bushels of corn was shipped from the Itasca Elevator to Chicago at the beginning of the month. Operators are hopeful that corn will figure more prominently in the trade here during the new crop season by reason of the larger acreage sown to it over the Northwest. Its planting was reported to have been encouraged by the broadening demand for corn through the extension of hog raising northward.

No changes in elevator construction are foreshadowed at the Head of the Lakes in the near future. The twenty-seven elevators listed here are of a rated capacity of 43,000,000 bushels, but allowances for separation of grades brings down the maximum to around 37,000,000 bushels. Owing to the slow export demand and the large carryovers last fall some of the houses found themselves taxed to capacity before the opening of navigation this spring. Failing an unexpected expansion in production of wheat and other grains over the Northwest, the present elevator capacity is thought to be ample to take care of any movement likely to develop for some time to come. An official of a railroad company owning a plant at Superior recently intimated, however, that his company stands ready to build a larger house whenever such a move may be deemed necessary.

Elevator and grain men here are deeply interested in the outcome of the fight to obtain a revision in grain freight rates that it is admitted would give competing markets the break. Charles A. Macdonald, secretary of the Duluth Board of Trade, and F. S. Keiser, traffic commissioner of the Duluth Chamber of Commerce, are sanguine that this market will retain its advantage as a result of the hearings that are being held by the Interstate Commerce Commission upon petitions seeking changes in grain rates over the West. "We made a strong fight for the adoption of the original report by the examiners who favored Duluth in their recommendations," said Mr. Keiser. "The establishing of the rate break now in force here would give Duluth an important position in the grain markets while the setting of export rates from Montana to the Head of the Lakes is favorable to this market. Both lineups were recommended by the commissioners. They found that the general level of rates throughout the western districts is not unreasonable but they suggested that transportation charges be distributed more equably as between producing points. Practically all the contentions of the Duluth commissioners were upheld in the interstate Commerce Commission's latest report," Mr. Keiser asserted.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

ANOTHER discouraging month in the way of volume of grain receipts at the Milwaukee Chamber of Commerce. The secretary of the Chamber, Harry A. Plumb, finds that the supply of corn for the past month was only approximately 446,000 bushels as compared with receipts of 1,164,000 bushels for the corresponding month a year ago. The Milwaukee grain trade has counted most on heavy corn receipts but this comparison shows a

supply of not much more than one-third of the receipts a year ago. Corn trade is thus down to the volume of the leanest years, whereas, earlier in the crop year corn has been showing monumental gains in receipts in a number of cases. The wheat offerings for May provided the only favorable report of any of the major grains for the past month with receipts of 155,000 bushels as compared with a supply of approximately 108,000 bushels for the same month a year ago.

The biggest event in the Milwaukee grain and feed trade for the past month was the meeting of the Central Retail Feed Association which drew its membership from several states of the Northwest. The chief speaker of the banquet session was John M. Kelly, one of the farm leaders of the Northwest whose home town is Baraboo, Wis., and who has taken a prominent part in solving farm problems of the West for a number of years.

Farm owners chasing the specter of farm relief have been "billed to death," declared Mr. Kelly in making the chief address of the banquet of the convention held at the Plankinton Hotel. Mr. Kelly was referring to the scores of bills of all sorts that have been brought up from time to time to help solve the problems of the dirt farmer.

"Whatever may be said of farm relief, it is a life saver for the politician," he continued. "Most politicians would not recognize farm relief if they saw it coming down the road."

"A few years ago, it was excessive freight rates that were ruining the farmer. Then again it was the tariff. Still later it was the currency and farm credit question. Politicians advocate a more elastic system of currency and credit, so that the farmer could get farther into debt. Rather the farmer wants more adhesive currency, something that will stick to him when he gets it."

Pointing to the debenture method of farm relief for carrying of a grain surplus, the speaker declared that the temporary stimulant that may come to those controlling the wheat and a few other farm products will be a minor matter because too few of these extra dollars are ever likely to find their way to the farmers' pocket. He said that this kind of an experiment has such dubious possibilities that it would not even be worth a trial.

The Government cannot in the long run save an industry that is not saving itself, he explained. The system or rather the lack of it which governs the farming industry today he believes would be likely to ruin any other industry. The reason why farmers carry on, he maintained, is that they have forgotten to figure the interest on their investment and that the farmer usually makes a free contribution of the labor of his entire family.

"Agriculture is insolvent but does not know it," was one of the many trenchant remarks made by this brilliant and vigorous exponent of various solutions for American farm problems.

The new stock exchange which is being promoted by the Milwaukee grain men seems to be stalled in its tracks for the time being, although the committee in charge of the project declares that progress is being made steadily and that the exchange will be started just as soon as a few more obstacles and difficulties can be wiped out of the way.

The plan now appears to be to get certain amendments made to the state blue sky law through the legislature which is now in session. These amendments are desired to make the listing of new securities more simple.

The committee in charge of the project says other grain boards like Chicago and the Twin Cities are meeting with similar handicaps and that these must be cleared up before the exchange can begin to function. Interest in the exchange has also declined to some extent in proportion to the smaller stock trade which is now being witnessed in various parts of the country.

The finance committee of the Chamber of Commerce has again fixed 6½ per cent as the proper rate for advances in line with the high rates for money now prevailing. The 6½ per cent rate was instituted not long ago and is now being continued.

The Milwaukee Harbor Commission is making its plans to acquire the highly desirable land of the Illinois Steel. Next step in the process of getting about 80 acres of land needed for the harbor development is that of selecting an appraiser. This



has been left to J. W. Disch the city real estate agent. The Harbor Commission passed a resolution authorizing Mr. Disch to make his selection of appraisers.

The officials of the steel concern are willing to sell the land to the city but a hot controversy is expected over the matter of just how much the land is really worth.

The supplies of grain in storage at Milwaukee are larger than expected in view of the fact that lake shipments are now available to move the grain out as rapidly as may be desired. The poor export demand for grain at the present time is having a bad effect on eastern shipments, it is reported. The supply of wheat is still up to 571,000 bushels, although very little wheat has come in here in recent months. The corn holdings are 945,000 bushels. The oats holdings are rather light at 272,000 bushels. Barley supplies are about the same as oats with approximately 276,000 bushels. The rye storage is still very high at 527,000 bushels. This is equivalent to the receipts of many months as reported in the monthly statements of the secretary of the Chamber.

John L. Bowlus, who is the transportation representative of the Milwaukee Chamber of Commerce, has been in Washington working on matters in connection with the cuts in rates for exportation of wheat. Mr. Bowlus, in his hearings before the Interstate Commerce Commission, declared that if the rates on wheat and wheat products are to be reduced for the facility of exports, then similar privileges must be applied to rye and to rye flour. He said a larger proportion of the rye crop is exported each year than that of wheat and that the rye trade represents just as close competition as does the wheat trade at any time.

**ST. LOUIS**  
FAIRMOUNT CORRESPONDENT

THE St. Louis Grain Club had its usual outing on May 28 at the St. Claire Country Club near Belleville, Illinois. The members enjoyed themselves in golf, bridge, and other amusements, all having an enjoyable time. In the Blind Bogey golf game Hermann Von Romp received first prize, Ralph Baumgartner second prize, Frank Waddock third prize, Pete Nelson fourth prize, and Ralph Taylor fifth prize. The gold medal score was won by Chas. A. Baron, Federal supervisor.

W. J. Edwards, president of the W. J. Edwards Grain Company, returned on June 3 from a vacation spent in his old home in western Kentucky and western Tennessee. Mr. Edwards seems to have enjoyed his visit as he is looking very fit.

Roy A. Jostes, a son of Ben F. Jostes of the firm of Jostes, Luskes Grain Company, died June 3 from heart trouble. He was about 26 years old, married and had one child, a girl. Mr. Jostes has been in ill health for the past five months. Much regret has been expressed to the father for the loss of his son.

C. R. Rader, secretary of the St. Louis Merchants' Exchange, George C. Martin of the George C. Martin Company, Samuel C. Carlisle of the Continental Export Company, and George Marshé of the Marshall Hall Grain Corporation attended the Kansas Grain Dealers Association meeting at Wichita, Kansas, May 14 and 15. All expressed themselves as having an enjoyable time.

Chas. W. Massee, a member of the St. Louis Merchants' Exchange and a trader in the pits, died on May 15. His death was not unexpected as he had been in ill health for some time. Much sympathy is expressed to his wife and family.

It is with regret that we announce that John J. Schulte, a prominent hay dealer and member of the St. Louis Merchants' Exchange for 40 years, suffered a stroke of paralysis on May 24. He is reported at the present writing to be showing some improvement and all hope that he will soon be out.

Frank M. Ward, traveling representative of the Martin Grain Company, was in St. Louis for a visit at the main office on May 22. He reports conditions generally favorable to the new crop. He returned to the Illinois territory on May 23.

C. R. Rader, secretary of the St. Louis Merchants' Exchange, has been busy. He attended a convention of the Western Grain Dealers at Cedar Rapids, Iowa on April 14 and 15, a meeting of the Kansas Grain Dealers at Wichita, Kans., on May 13 and 14, a meeting of the Oklahoma Grain Dealers at Oklahoma City, Okla., on May 23 and 24, and the meeting of the Feed Manufacturers Association at

French Lick Springs on June 6, 7, and 8. He reports that at the conventions he attended it was indicated that the yield of wheat in Kansas was from 175 to 180 million bushels, in Oklahoma from 50 to 60 million bushels of wheat and in Texas 40 million bushels.

The following members attended the meeting of the Illinois Grain Dealers Association at Peoria, Illinois on May 14: Aderton Samuel and C. A. Wilson of the Orthwein Grain Company; Sam Whitehead of the Nanson Commission Company; H. A. Baudreau of the Ballard Messmore Grain Company; Claude A. Morton of the Morton & Company; Frank M. Ward of the Martin Grain Company; A. H. Beardsley of the Picker & Beardsley Commission Company; Louis F. Schultz of Schultz & Neimeier Commission Company; R. R. DeArmond, St. Louis Merchants Exchange Supervisor of Weights; Frank Sommers of the Klosterman Paton Grain Company; Ed. F. Jolidon of the Langenburg Bros. Grain Company; H. H. Savage of the Marshall Hall Grain Corporation; Arden Gray of the J. H. Teasdale Commission Company; Bert Collins of the Checkerboard Elevator Company; Syl Stead of the Gorman Grain Company; Frank Bubb of the Knowlton Grain Company; W. E. Hotchkiss of the Marshall Hall Grain Corporation.

Walter H. Toberman, president of the Toberman Grain Company of St. Louis, Mo., was born and reared at Fillmore, Ill. A son of Isaiah Toberman, an early settler in Illinois, who was engaged in the handling of grain, opening up the first grain elevator in Fillmore when the Toledo, St. Louis and



W. H. TOBERMAN

Western Railroad Company was completed. Before coming to St. Louis to enter the grain and hay business Mr. Toberman assisted his father in operating the elevator and bought hay in addition to handling grain. They were large receivers and shippers of hay.

Mr. Toberman moved to St. Louis, Mo., and entered the hay and grain business in 1904. He became a member of the St. Louis Merchants' Exchange in 1907 and recognizing his worth and ability in 1913 he was elected a member of the Board of Directors of the St. Louis Merchants' Exchange and has served on many of its important committees during the past years.

Mr. Toberman served two terms, four years, two as second vice-president and two as first vice-president of the National Hay Association. At the 1928 convention of the National Hay Association he was elected president of that organization and at this writing he is finishing out his term. Mr. Toberman is recognized as having sound business acumen and as a faithful diligent officer and executive. His opinion is often sought after in business affairs. He has one son, a student at Washington University.

Mr. Toberman is very well liked among the membership of the St. Louis Merchants' Exchange who value his sound judgment and fearless actions. He is certainly in line for further honors.

A membership of Robert M. Walker of the Hall Milling Company was transferred to A. C. Loring of the Pillsbury Flouring Mills Company.

Vincent H. Glosemeyer, president of the Glosemeyer Flour Company and a prominent member of the St. Louis Merchants' Exchange, died on May 24 at St. Johns Hospital following an illness of three weeks of heart disease. Mr. Glosemeyer was 60 years old. He was born in Warren County, Mo., and entered the milling business at the age of 20 years. Mr. Glosemeyer was married twice, his first

wife, Mrs. Catherine Wallwopp, died in 1908. He was again married in 1917 to Mrs. Varonica Rengel. He is survived by his widow and six children. Funeral services were held at 9:00 o'clock Tuesday morning from the St. Peter & Paul church, 8th and Allen Avenues. Interment being in St. Peter & Paul Cemetery.

By a vote of 176 for, to 5 against, the St. Louis Merchants Exchange voted to begin trading in mill feed futures on June 10, 1929. This will permit mills to hedge their feed as they have been hedging their flour in the pits. At the introduction of mill feed trading a place is provided so millers can sell his feed as much as six months ahead and be assured of protection. It is believed by those interested that there will be a good open market for the handling of mill feeds on future sales. On the opening day 3,200 tons were traded for future delivery.

John D. Mullally of the Martin Grain Company leaves on June 15 for his annual vacation. He will tour to Toronto, Canada, accompanied by his wife and is expected to return in the early part of July.

The thirty-fourth convention of the operative millers association was held at the Jefferson Hotel during the week of June 3 to June 8. A large attendance was noted and they all seemed to enjoy a very good time. Martin Hueber, a prominent miller of Highland, Ill., attended the convention and was also a visitor on the Exchange.

**INDIANAPOLIS**  
H. M. RUDEAUX CORRESPONDENT

THE wheat crop of Indiana will undoubtedly be one of disappointment and contradiction; disappointment because the harvest will not reach the high average the optimist has predicted nor the low level the pessimists expected; and of continuous contradiction since actual conditions never pointed conclusively in any single direction. Crop reports vary and differ so much that it would require a real prophet to determine just what the harvest will be. It is true, that in the southern part of the state there are evidences of the Hessian fly but these are heard of every year, and certain localities are infested each year. Another report tells us of short heads, which is natural considering the amount of rain. Plenty of rainfall makes a rank growth, and heads are likely to be a little short. The general condition, however, is very good and there is no question in the minds of the many that the crop will be beyond expectations, regardless of reports.

Oats are thin on the ground, and the excess amount of rainfall brought an abundant weed crop in the midst of the oat fields. Another reason for the short oat crop, is attributed to the poor grade of seed oats farmers planted, and the abandonment of many fields on account of the early rains that prevented the sowing of oats. Corn will be late, and in many parts of the state the lowlands are still unplanted. A good crop is expected however, and it is predicted that the acreage will be about the same as last year.

Arrivals of grain are extremely light, however; the demand for both corn and oats is good. Little milling wheat is being shipped, but good No. 2 Red wheat finds a ready market. There is an active inquiry for corn, and White milling corn is selling at a premium of five cents over yellow of the same grade. The receipts of yellow corn are extremely light, and arrivals are readily absorbed.

Bids for new crop wheat have made their appearance. For 2 Red Winter wheat a bid of 98¢@\$.1.02 was being offered, Indiana points, July shipment. The bids on new 3 or better white oats were 36¢ @ 37½ basis Indiana rate points.

The Indianapolis Grain & Hay Club, held their usual annual outing on Tuesday June 4, at the Lebanon Country Club, Lebanon, Ind. The usual fried chicken dinner was served, and the boys, most of them golf enthusiasts, played a few holes of their favorite game. There was nothing of any importance transpired, and all in attendance had a very good time.

The annual dinner given by the Indianapolis Board of Trade, was held on the night of June 6 in the dining room. After dinner the guests heard an address by E. R. Kelsey, humorist of Toledo, Ohio, who was the principal speaker. The general reports were read by the secretary and treasurer, and reports of the various Board of Trade committees were read.



lightning. Nearly 700 bushels of wheat and several hundred bushels of corn and flour were lost. The damage has not been estimated, but the loss is covered by insurance.

The Indiana Grain Dealers Association, will hold its mid-summer meeting on June 21, in the assembly hall in the Indianapolis Board of Trade Building. The meeting will be for one day only.

The Acme Evans Company, Indianapolis milling firm, filed suit in Federal court against the Cleveland, Cincinnati, Chicago & St. Louis Railway Company asking a total judgment of \$125,000 for alleged overcharges in freight rates. The complaint sets out that grain was hauled by the defendant company to the Acme-Evans Company to be ground and then shipped to its destination, but that during the period the grain was shipped to the mills, the milling company was overcharged \$102,433.95. The milling company asks that \$10,000 interest on the alleged overcharge also be paid by the railroad.

Candidates for offices of the Indianapolis Board of Trade were announced by William H. Howard, secretary. The election took place June 10. Polls were open from 10 o'clock in the morning until 4 o'clock in the afternoon. Regular ticket candidates, were elected as follows: President, Otto P. Deluse; vice-president, E. M. Elliott; treasurer, Tom Oddy.

## KANSAS CITY

KENNETH FORCE CORRESPONDENT

THAT speculation is essential to maintaining the price of wheat at a profitable level for farmers, was the gist of a speech by James M. Russell, president of the Russell Grain Company of Kansas City and past president of the Kansas City Board of Trade, made before members of the Lions Club at the Hotel Baltimore here, June 4. Mr. Russell stated that "if there were no speculation in wheat the price would be about 50 cents a bushel instead of \$1. He accounted for the present depression of the wheat market by the fact that there is a 40,000,000-bushel surplus in the market, coupled with the competition of the export market. Canada has been our chief competitor, but Canadians paid 18 cents a bushel freight to the Liverpool market while wheat buyers in Kansas City had to pay 31 cents a bushel freight to the same market, during the last year.

Word was received here May 24 that C. W. Smith, who has been manager of the Cowley Elevator Company at Glade, Kan., for some time, resigned his position June 1 to take the managership of the Farmer's Elevator at Claudell, Kan. He will succeed B. Bowers at Claudell. Mr. Bowers is moving to Franklin, Neb. The Cowley Elevator Company is located on a branch of the Missouri Pacific Railroad in the heart of a corn producing country. This elevator shipped out 76,000 bushels of corn in the past 10 months, and there is still about 23 per cent of last year's crop which the farmers are yet holding.

Frank G. Crowell, vice-president of the Hall-Baker Grain Company was elected to the Board of Directors of the Quincy, Omaha & Kansas City Railway Company June 10. Mr. Crowell was one of three elected to the board.

Jay Van Wilcox, 21-year-old track star of the University of Kansas and son of J. B. M. Wilcox, general manager of the Ismert-Hincke Milling Company of Kansas City, just recently announced his marriage November 17, 1928, to Miss Mary Jane Schooley, daughter of Arthur Schooley, president of the Schooley Printing Company of Kansas City.

George C. Bryant, formerly connected with the Jackson Brothers & Co., grain dealers of this city, died suddenly in Chicago on June 3, it has been reported here. Bryant's crop and statistical reports have been a feature in the grain trade for years. For some years he was connected with the Department of Agriculture crop reporting board. At the time of his death he was operating a private crop reporting service.

Sylvester Deveny of Minneapolis, Minn., W. T. Brooking of St. Louis, G. Y. Gaines of Liberal, Kan., J. M. Miller of Atchison, James Williams of Fairmount, R. T. Gales of Manhattan, D. W. Geiseman of Kearney, Neb., and James Pepper of Weston, Mo., were Board of Trade visitors June 6.

Osborne P. Wheeler of Folsom, Wheeler & Co., and Sterling Masters of the Hodgson-Cauthorn Grain Company, were elected to the Board of Trade

June 5. Mr. Wheeler was elected to membership on transfer of Leavenworth Fowler, deceased. He will represent Folsom-Wheeler Company in the new securities department of the exchange. Mr. Masters was elected on transfer of C. P. Cauthorn. Mr. Cauthorn is retiring from the grain business to enter the publishing business.

That a decrease in wheat acreage would aid the farmer by reducing the supply and consequently raise the price of wheat is not in keeping with the ideas of some Kansas City men. M. J. Healey, vice-president of John Deere & Co., makers of farm machinery, in a statement made here May 31, stated that such an acreage reduction program would mean that Kansas City territory would be limiting itself on its big cash crop and also would be opening a wider door for Canada.

Mr. Healey stated that the suggested formula of Government experts of "less wheat, less work and higher prices" would not work out in practice. He also stated that the wheat surplus was not due to the farmers. The surplus is not owned by farmers but by men who have been holding it in storage for higher prices.

Reducing acreage, Mr. Healey added, would be like locking up capital and labor. "Suppose such a remedy were suggested in any other business, that there should be a 30 per cent reduction in manufactured goods. It would mean our factories would be idle one-third their time and 2 million men let out of work."

For its population the United States is not producing more wheat than before the war, according to Mr. Healey. He finished by saying that "wheat production is a vital thing in our business life. For every million dollars' worth of wheat sold off our farms a million dollars' worth of goods is purchased."

Word has been received here of the death of S. W. Grubb of the Grubb Grain Company, Topeka, Kan., May 21. Mr. Grubb was 54 years old and was a well known figure in the grain trade here. Funeral services were held June 24 in Topeka. Leslie Grubb, son of S. W. Grubb, will continue the grain company.

H. O. McVey was elected to membership in the Kansas City Board of Trade on transfer from H. W. Manuel. Mr. McVey is connected with the Simonds-Shields-Lonsdale Grain Company.

## OMAHA

B. O. HOLMQUIST CORRESPONDENT

CONSTRUCTION of the new 500,000 bushel addition to the Gibson elevator of the C. B. & Q., operated by the Nebraska-Iowa Grain Company, is progressing rapidly. Pouring of concrete for the foundation slab started last week and it is expected that the plant will be ready for operation early in September.

The Scoular-Bishop Grain Company opened a new wire-office at North Platte on June 1, to be managed by Curtis Bell. They are correspondents of Thomson & McKinnon of Chicago, and besides their offices at Omaha and Kansas City, they have offices at Beatrice, Superior, Holdrege and McCook, dealing in both cash grain and futures.

Jackson Bros., Boesel & Co., are now represented on the trading floor by Paul Caramelli.

C. M. Clark, representative of J. E. Bennett & Co. on the trading-floor, has returned to his duties after an enforced absence of two weeks on account of a sprained ankle.

Earl Triplett, local manager for the Flanley Grain Company, is at present on the Pacific Coast on a combined business and pleasure trip.

W. T. Burns of the Burns Grain Company, who has been touring in the East for the past five weeks is expected home next week.

C. H. Wright, vice-president of the Nebraska-Iowa Grain Company, returned last week from a trip of several weeks through the Middle West.

L. L. Quinby of the Mid-West Grain Company, returned this week from Paxton, Neb., where he visited for a couple of weeks with his son Lyle.

Reports from all sections of Nebraska and western Iowa indicate that the growing crops of small grains are in excellent condition and that prospects are for good-sized yields of wheat, oats, and barley. Cool weather all spring, with plenty of rain, gave the plant a good root growth and warmer weather

recently has stimulated top growth to such an extent that it is now felt that we have a good chance for a fairly early harvest. Corn throughout this territory is also in excellent condition, having been planted at almost the normal period, and it is now up to an almost perfect stand.

G. F. Dristy of the Updike Grain Corporation made a three weeks motor trip to Arizona, New Mexico and Utah, driving over 3,500 miles and returning last week.

O. E. Harris, vice-president of the Trans-Mississippi Grain Company, spent a couple of weeks visiting the southern wheat markets inspecting arrivals of new wheat.

H. R. Caldwell, wheat buyer for the Kansas Flour Mills, was in Kansas City last week attending the annual meeting of representatives of that company.

E. G. Taylor of the Vincent Grain Company is at present convalescing from an operation for appendicitis which he underwent a week ago. He is reported as getting along very well and is expected back on the floor in another week.

Warren J. Powell of J. F. Twamley, Son & Co., has purchased the elevators at Hermingford and Nonpareil, Neb., formerly operated by the Nebraska-Coronado Grain Company of Sidney, which became involved in financial difficulties about 90 days ago.

## LOUISVILLE

A. W. WILLIAMS CORRESPONDENT

THINGS have been very quiet in the grain, hay and feed trade over the past 30 days. With prices low there has been no interest in grain other than immediate needs. With indications pointing to a big hay crop, jobbers haven't shown much interest in buying hay, and shippers have been busy in the fields, with the result that movement has been light. The best grass that has been seen in the state in several years has resulted in unusually good pasturage, and a resulting small demand for manufactured and mill feeds. Until new wheat starts moving there will not be much activity shown in grain, and even then it is a question as to whether millers will buy new wheat freely at the start. The chances are that they will buy considerable wheat at harvest time. On the other hand the Soft wheat millers are showing a tendency as opposing to payment of any premium on Soft wheat, and are generally of the opinion that it will not carry a premium this season over Kansas or Spring. It is as yet too early to permit of any definite predictions on buying trends.

Daily handlings over the elevator belts in Louisville are the smallest that they have been in several years. At the Kentucky Public Elevator Company, it was reported that there was virtually nothing doing, and that total storage stocks for customers were down to 40,000 bushels, the smallest holdings that the company has recorded in years.

Henry Fruechtenicht, who recently sold his Franklin Street elevator and warehouse to John R. Watts & Son, will hereafter do his elevator handling at the Seventh and Mix Street elevator plant, where he has capacity of 25,000 bushels. The offices will also be at that location. However, a warehouse building has been leased on Franklin Street, in which a stock of feeds, grain, hay, etc., will be carried for serving the east end trade. The Watts interests handle wholesale seed, but plan to handle some grain, principally seed stock, and to do a warehousing business, issuing receipts.

Ed Scherer, Bingham Hewett Grain Company, reported that while the markets were a little firmer than they had been, still there was no confidence being exhibited, and that such business as was coming in was for immediate delivery and consumption.

Some new Clover has been purchased for baling and delivery in early July. Clover and Alfalfa are in poor movement. Not much rice straw is ever sold here, but straw was high over the winter, and about a dozen cars were brought in from the South by one jobber.

Harry A. Volz, owner of S. Zorn & Co., prominent local grain dealers and elevator operators, on June 1, lost his father, August Volz, 80 years of age, a retired Market Street business man, who for years operated a prominent shoe business. He was a native of Germany.

Reports indicate that there will be a good crop of Bluegrass seed harvested in Kentucky this sea-



son, if weather conditions at harvest time are favorable. The pastures look better than for years, and have not been cropped closely. Orchard grass also looks good, and reports indicate prospects for good yields of Red Top seed in Illinois. There should be more than normal amount of Red Clover seed in western Kentucky this summer, as Red Clover is having a good growing year.

A grain elevator operated by the Goodrich Company, at Winchester, Ind., near Ingalls, burned on May 25, with loss reported at \$25,000, partly insured.

The Ballard & Ballard Company, Louisville, large millers producing flour, feeds, etc., recently filed amended articles increasing capital stock from \$30,000 to \$2,300,000. The company for many years had operated on small capital and large surplus, its stock having been worth several thousands of dollars a share.

J. Tegart & Co., 605 State Street, New Albany, Ind., owned by James Tegart and others, recently suffered fire loss of about \$25,000 when the big feed store was burned. The hay warehouse at the rear was saved. Loss was fairly well covered.

Hinkley Atwood, president of the American Milling Company, Peoria, Ill., was one of a party of Peoria business men, who were in Louisville, on May 18, for the Kentucky Derby.

## BUFFALO

ELMER M. HILL CORRESPONDENT

WHILE there has been some relief from the grain congestion in terminal elevators at Buffalo brought about by lower rail rates on grain to the eastern seaboard, the situation is far from satisfactory. Refusing to be deprived of an important part of their revenue, barge canal operators are demanding five cents a bushel on grain cargoes from Buffalo to New York and other nearby points. Before the drop in rail rates, the canal boat operators were getting 6 and 6½ cents. The two-cent per bushel reduction on export grain rates from Bay ports to Montreal and Quebec is having little effect upon the congested situation at the Canadian Head of the Lakes. Fort William and Port Arthur reports that nothing except the resumption of export demand can relieve the situation. The average charter rate by water from Fort William to Montreal during the last month has been nine cents, giving the lake route an advantage of about one-half cent a bushel under the rail route.

On June 8, the quantity of grain in storage in terminal elevators and afloat in Buffalo was 22,452,015 bushels, according to the weekly report of the Buffalo Corn Exchange. Of this amount elevators held 20,715,015 bushels and 1,737,000 bushels were afloat in the harbor. The elevator storage had decreased only 1,792,000 bushels during the week. Grain elevated during the week amounted to 2,952,000 bushels and 1,337 freight cars of grain were loaded while the barge canal moved 1,150,000 bushels. Indicative of the flood of Canadian grain held in Buffalo is the announcement that Canadian wheat in Buffalo elevators is almost 11,000,000 bushels as compared with 3,500,000 bushels of domestic wheat with other grains in proportion.

Nisbet Grammer, president of the Eastern Grain Elevator Corporation, announces the purchase of the Hecker Elevator on the Buffalo River at Louisiana Street. The Hecker has a storage capacity for 3,000,000 bushels and was completed in October, 1928. The elevator will be operated by the Eastern Grain Elevator Corporation. Charles H. Williamson, manager of the Hecker Elevator, will continue in this capacity under the new management. Five other grain elevators in the Buffalo Harbor are now operated by the company. They include the Concrete, Central, Electric, Mutual and the Iron.

Many changes in the operating personnel of terminal elevators of the Eastern Grain Corporation, of Buffalo, are announced by the management. The changes were made necessary by the acquisition of the Hecker Elevator by the corporation. The new personnel of the elevators is: Hecker, Leon Lavinge, superintendent who formerly was superintendent of the Concrete-Central; William Ramacher, assistant superintendent, who formerly was at the Electric; Electric Elevator, John F. Enders, superintendent who formerly was assistant superintendent of the Concrete-Central; Howard Burkhardt, assistant superintendent, formerly with the Electric; Concrete-Central Elevator, Charles Peglau, superintendent who formerly was superintendent of the Electric; Clarence Goetz, assistant superintendent, formerly foreman at the Concrete-Central;

Henry Korn, who was superintendent at the Hecker Elevator, has been appointed general maintenance foreman of all elevators for the Eastern Grain Elevator Corporation.

The Quisenberry Feed Manufacturing Company, announces plans for the construction of a new terminal grain elevator at Buffalo with a storage capacity of 200,000 bushels and three new feed mills with a floor area of 100,000 square feet. A large tract of land adjoining the Erie Railroad between Kentucky and Tennessee Streets has been acquired for this building expansion program of the company. James E. Musgrave, resident manager of the Quisenberry Feed Manufacturing Company, says the expansion of the Buffalo plant has been made necessary by the rapid growth of feed demand.

Leonard Fisher, who for 30 years has been identified with the grain business in Buffalo, died last month. Three years ago he and his wife celebrated their fiftieth wedding anniversary. Mr. Fisher was born in Buffalo in 1854. After leaving school, he entered his father's business, the George A. Fisher & Son Flour & Seed Company, at 112 East Genesee Street. Following the death of his father in 1899, Mr. Fisher continued the firm but retired from active business three years ago. Besides his widow, he is survived by three daughters and a son.

Operators of grain boats on the New York State Barge Canal welcomed the news from the state department at Albany that the elevator charge of one-half cent a bushel on export wheat at the Gowanus Bay and Oswego Elevators, state-owned, has been suspended until September 30. Commissioner Thomas F. Farrell explained that this action was taken with the idea of aiding in the relief of the grain storage situation in the East and facilitate the use of waterway transportation in the emergency declared by President Hoover.

The new Welland Ship Canal will be ready for regular operation next summer, although it will not be entirely completed until 1932. Alban W. L. Butler, one of the assistant engineers in charge of construction, told a group of grain and elevator men at luncheon in the Hotel Buffalo. Mr. Butler delivered an illustrated lecture on the canal. The waterway which now is being used in part, he said, is at least 200 feet wide and 25 feet deep so as to permit its future use by large Great Lakes grain carriers.

Eight representatives of German grain interests, making a tour of the United States, stopped off at Buffalo to inspect the terminal elevator facilities along the waterfront. In the party were Paul Tiede of Brandenburg; Willy Behrens and George Moncke of Neubrandenburg; Johann P. Lange of Altona; Gustav Markurth of Findenwirschie; Adolph Gramberg of Rastenberg; Wilhelm Werhahn of Neuss and Dr. Karl Schonherr of Riese. They are the owners of some of the largest grain elevators in Germany.

Members of the New York State Association of Manufacturing Retail Bakers were guests of representatives of the large grain elevator companies of Buffalo on a tour of inspection of the terminal elevators along the waterfront as part of the entertainment provided at the bakers' convention in Hotel Statler.

Production has been started at the new mill of the Wayne Feed Mills of Buffalo, Inc., a subsidiary of The McMillen Company of Fort Wayne, Ind. Henry D. Egly, vice-president in charge of production, says the new mill will relieve the Fort Wayne plant of all eastern business. The grain elevator operated in conjunction with the feed mill has a storage capacity of 100,000 bushels. The mill has a capacity for mixing and loading 40 cars of feed daily. Privately-owned railroad tracks for loading and unloading provide capacity for storage of 80 cars.

## NEW YORK

G. K. TRAFTON - CORRESPONDENT

LATE in May the Board of Managers of the Produce Exchange submitted to members a proposal to amend the Securities Rules so as to permit qualified members to transact business for New York Stock Exchange and New York Curb Market members; not members of the Produce Exchange, and their firms, at commission rates which shall be not less than one-half the rates prescribed for the transactions of parties not members of the Exchange. Of the first 652 replies received 618 were in favor, 18 were opposed, and 16 were indefinite. Recognizing this overwhelming sentiment in favor of the proposed provisions, the Board of Managers amended the Securities Rules accordingly. Follow-

ing this action the Board approved the registration of 40 firms, of which 36 are members of the Stock Exchange and three of the Curb Market.

Benjamin F. Stein and John F. Brennan well known in the East as prominent commission merchants on the Chicago Board of Trade, were among the late May visitors on the Produce Exchange floor, having come east to superintend the opening of the elaborate office at No. 67 Wall Street where private wires connecting with all markets have been installed. Mr. Brennan will remain here as resident partner.

John F. Barrett of J. F. Barrett & Co., spent a short time with members of the grain trade on the Produce Exchange last month.

Charles A. Robinson, head of the well known grain firm of Robinson & Sweet, returned to his post on the Produce Exchange recently after completing a business and pleasure trip of about two months in Europe. He covered over two thousand miles, mostly by airplane, traveling from Paris to London and then to Copenhagen, Oslo, Stockholm and other points of interest in the Scandinavian countries, before returning to Paris. Mr. Robinson will sail on the *Berengaria* on June 26 with Mrs. Robinson, widely known as "The American Flag Lady" to spend the summer months in Europe.

Late on the evening of June 6, fire broke out in the telephone booths on the second floor of the Produce Exchange Building. The damage however, was confined to a very small area and as wiremen from the telegraph and telephone companies attended to the repairs early on the following morning everything was in good working order at the time when business commenced.

Henry A. Rumsey, president and treasurer of Rumsey & Co., of the Chicago Board of Trade, called on his friends in the grain trade on the Produce Exchange early this month.

According to a notice posted on the bulletin board of the Produce Exchange, the securities firm of Melady, Rosar & Co. was dissolved by mutual consent on May 31. It was also announced that the business would be carried on by Bernard W. Rosar under the firm name of Rosar & Co. Mr. Rosar, who recently resigned his regular membership in the Exchange, has been elected to associate membership.

In his annual report to the members of the Produce Exchange on May 28, President William Beatty emphasized the steady and satisfactory growth of the securities market. He also called attention to the fact that the Produce Exchange ranks as the largest grain export trading center in the world.

In speaking of the growth of the securities market, which was opened last December 19, Mr. Beatty stated that this five months' old enterprise has already outstripped in number of shares the daily volume of some of the long established stock exchanges of the country. It has shown a gain of 81 per cent in its second four weeks' period over the first four weeks, of 88 per cent in the third four weeks, of 81 per cent in the fourth four weeks, of 182 per cent in the fifth four weeks, and at the rate of 191 per cent in the sixth period of two weeks.

Referring to the grain export trade, Mr. Beatty said that in no other exchange in the world are there such facilities for the sale of grain to foreign buyers as the New York Produce Exchange affords. This Exchange expends about \$100,000 on statistics and information each year for the benefit of its members to expedite the sale of grain abroad.

Edward L. Glaser, chairman of the Board of Rosenbaum Brothers, Inc., of the Chicago Board of Trade, was among the May visitors on the N. Y. Produce Exchange.

During the month of May the volume of business in the securities market on the Produce Exchange established a new record, the total sales being 99,965 shares, compared with the previous record of 915,753 shares established in April. Early in June several records for daily totals were made and broken, the latest maximum being 234,063 shares on June 5, and on that day a new record for one hour's dealings was also made—75,855 shares. On June 3 the record for the greatest number of issues traded in—71—was established. During the first week in June the daily average was over 100,000 shares. The number of "qualified brokers" taking part in the business is now over 150.

According to an announcement on the bulletin boards of the Produce Exchange the freight brokerage firm of H. A. Duffy, Inc., was dissolved on May 25.

Alfred B. Conlan, for the past nine years associated with the N. Y. office of Broomhall's "Corn



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Seventh Year

Trade News," internationally-known grain trade statisticians and publishers, was married on June 6 to Miss Dorothy Brey of St. Albans, Long Island. Prior to sailing for a three weeks honeymoon in Bermuda, Mr. Conlan received the hearty congratulations of his many friends in the grain trade and in the "newspaper crowd" on the Produce Exchange.

George Silver, well-known flour broker on the N. Y. Produce Exchange, who recently resigned his regular membership, has been elected to associate membership.

Louis Dreyfus & Co., leading international grain merchants, announced on the Produce Exchange recently that Hans Feveile, formerly a partner in the freight brokerage firm of H. A. Duffy, Inc., is now connected with their N. Y. office.

William H. Holt of the Colgate-Palmolive-Peet Co., has been elected to membership in the Produce Exchange.

The following have been admitted to membership in the Produce Exchange: Paul Uhlmann, vice-president of the Uhlmann Grain Company, Kansas City; Ian E. Davidson of Earl & Stoddard local grain merchants; Nathaniel S. Einstein of D. H. Silberberg & Co., Robert P. Newton of Boettcher, Newton & Co.; B. J. Rockefeller of Schott & Galiver; and Monroe Coblenz of Ernst & Co., all of New York; Douglas McIntyre of the Oceanic Grain Corporation; Walter D. Tod of the Canadian Co-operative Wheat Producers; Philip Wharton of Lanley, Wharton & Co., New York City.

The following have applied for membership in the Produce Exchange: Karl Schick of the Continental Grain Company, New York City; Herbert A. Dessau of Melchior, Armstrong & Dessau Company Inc., New York City; Isidor Bassewitz of M. A. Hoffman & Co., and Milton S. Grossman both of New York City.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

C. W. Campbell Groton Company, Groton, Conn., has been incorporated to deal in grain, feed, etc. The capital stock is \$50,000 and the incorporators are H. C. Perry and others of Westerly, R. I.

James Lally has disposed of his grain business to the Milford Grain Company of Milford, Mass. The Milford Grain Company will handle Mr. Lally's business from his grist mill on Beach Street and the yard of the Milford Coal Company on Main Street.

Frank Singleton of Watertown, N. Y., and Frank Briggs of Providence, R. I., salesmen of Park & Pollard Company, Boston, feeds, were the winners of the prizes in the contest arranged by that company among its salesmen for the high mark for straight carload sales. The contest resulted in causing a large increase in their sales.

Frederick J. Valkmann, a member of the Boston Grain and Flour Exchange, who has been for some time quite ill at Brookline Hospital, was the recipient of a floral tribute from the Exchange as an expression of interest in his welfare.

Frank W. Wise, treasurer of the Boston Grain and Flour Exchange, and Mrs. Wise recently went to Nova Scotia on a short vacation trip which was spent in fishing.

The Westminster Farmers' Cooperative Association of Westminster, Mass., recently was incorporated to deal in grain, feed, fertilizer, etc. The capital stock is \$25,000. Victor Sillanpaa is president and A. Hamalainen treasurer.

Final arguments in the Interstate Commerce Commission proceedings relative to export grain rates were heard May 27. Frank S. Davis of the Maritime Association represented local interests at the hearing. The examiner recently reported favorably to Boston, the rates through the port should be equalized with those through Philadelphia, Baltimore, and other Atlantic ports, and it now remains for the Interstate Commerce Commission to decide for or against Boston in the differential case after hearing final arguments.

Stocks of grain at Boston in regular elevators as of May 25, were as follows: Wheat, 1,347,257 bushels; oats, 6,827 bushels; rye, 3,622 bushels; barley, 14,311 bushels.

At Boston the demand for hay has been restricted during the month with receipts fairly large and prices most of the time ruling steady. The receipts at Boston were 216 cars of hay and 4 cars of straw.

During the month of May trade with New England dealers in grain was somewhat uneven owing

to the marked changes in weather conditions that occurred. Prices as usual were subject to the fluctuations at primary markets. Dealers in chicken wheat report having a fair demand.

Trade in feed ruled moderately active early in the month, but the demand became light when the weather turned warm. Offerings were not large but prices ruled weak. There were small offerings of Canadian feed as the mills were not running full.

The receipts of grain at Boston during the month of May as tabulated by the Boston Grain and Flour Exchange were as follows: Wheat, 29,525 bushels; oats, 56,200 bushels; barley, 103,025 bushels; malt, 1,225 bushels; mill feed, 105 tons; cornmeal, 212 barrels; oat meal, 16,356 cases and 615 sacks.

The exports of grain from Boston during the month of May were as follows: Wheat to Hamburg 72,000 bushels; wheat to Bremen 92,000 bushels; rye to London 20,800 bushels; barley to Hamburg 10,200 bushels; barley to Bremen 351,300 bushels; oatmeal to London 500 sacks.

The visitors to the Exchange during the month of May, outside of New England were as follows: E. W. Erickson, Minneapolis, Minn.; John K. Pickerrill, Salina, Kan.; M. Lazier, Ottawa, Canada; C. B. Rogers, Minneapolis, Minn.; G. H. Clark, Buffalo, N. Y.; E. A. Wall, McPherson, Kan.; D. A. Daley, Rochester, N. Y.; Joseph Farrell, New York City; H. A. Rumsey, Chicago, Ill.

## RECEIPTS AND SHIPMENTS FOR MAY

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of Chamber of Commerce:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	1,165,803	529,408	899,143	607,924
Corn, bu....	52,067	33,396	.....	11,642
Oats, bu....	132,161	73,434	19,963	.....
Barley, bu....	1,157,925	746,280	792,050	662,718
Rye, bu....	1,200	129,362	.....	102,241
Malt, bu....	31,377	23,824	.....	.....
Mill Feed, tons.....	940	988	.....	.....
Hay, tons....	111	563	.....	.....
Flour, bbls..	74,213	80,564	9,353	5,211

**CHICAGO**—Reported by Lyman C. West, statistician of Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	378,000	5,800,000	968,000	1,367,000
Corn, bus....	2,282,000	8,685,000	4,743,000	6,458,000
Oats, bus....	3,942,000	7,132,000	2,492,000	4,737,000
Barley, bus..	549,000	543,000	226,000	106,000
Rye, bus....	539,000	302,000	353,000	376,000
Timothy Seed, lbs.....	335,000	1,613,000	240,000	1,299,000
Clover Seed, lbs.....	68,000	268,000	.....	238,000
Other Grass Seed, lbs..	686,000	963,000	341,000	628,000
Flax Seed, bus.....	44,000	347,000	11,000	.....
Hay, tons....	6,006	4,950	938	607
Flour, bbls..	1,007,000	1,012,000	631,000	546,000

**CINCINNATI**—Reported by J. A. Hallann, chief inspector, Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	60,200	71,400	134,400	121,800
Corn, bus....	249,200	387,800	589,400	385,000
Oats, bus....	238,000	168,000	198,000	128,000
Barley, bus..	1,600	.....	9,600	.....
Rye, bus....	.....	2,800	.....	1,400
Grain Sorghum, bus.....	4,200	1,400	.....	.....
Feed, tons....	330	270	.....	.....
Hay, tons....	6,358	6,523	.....	.....

**DENVER**—Reported by H. G. Mundhenk, secretary of Grain Exchange:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, cars..	206	390	28	45
Corn, cars....	462	237	108	64
Oats, cars....	51	33	4	15
Barley, cars..	44	23	9	3
Rye, cars....	2	9	.....	1
Grain Sorghums, cars.....	1	1	.....	.....
Mixed Grain, cars.....	2	6	.....	.....
Beans, cars..	124	52	49	63
Hay, cars....	78	98	.....	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	5,578,073	6,084,421	10,462,060	14,666,439
Corn, bus....	5,459	132,252	322,465	196,646
Oats, bus....	10,365	129,979	507,714	505,948
Barley, bus..	966,391	430,722	682,500	953,012
Rye, bus....	361,371	873,952	437,693	3,952,562
Flax Seed, bus.....	53,944	217,335	41,434	356,434
Flour, bbls..	463,290	375,025	533,400	537,635

**PORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of Board of Grain Commissioners for Canada:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	13,839,278	17,618,391	24,633,839	24,876,125
Corn, bus....	4,855	.....	4,855	5,871
Oats, bus....	4,965,824	6,059,536	4,704,079	4,838,224
Barley, bus..	3,410,533	2,421,044	3,568,266	4,199,917
Rye, bus....	644,727	1,928,270	920,655	2,630,111
Flax Seed, bus.....	121,273	294,873	299,962	887,889
*Mixed Grain, bus.....	22,529	110,020	49,840	8,757

\*50 lbs. per bushel.

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector, Cotton Exchange & Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	.....	.....	919,003	30,800
Corn, bus....	.....	.....	25,714	.....
Barley, bus..	.....	.....	30,393	.....
Kafir Corn, bus.....	.....	.....	196,106	.....

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	213,000	226,500	77,000	91,500
Corn, bus....	748,500	2,225,000	1,290,000	1,810,000
Oats, bus....	708,000	404,000	1,028,000	446,000
Rye, bus....	1,500	.....	.....	1,600

**KANSAS CITY**—Reported by W. R. Scott, secretary of Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	2,543,970	2,874,300	2,133,560	2,379,520
Corn, bus....	2,004,000	2,908,000	1,885,500	5,094,000
Oats, bus....	320,000	220,000	314,000	130,000
Barley, bus..	78,400	36,800	35,200	120,000
Rye, bus....	.....	1,500	22,500	19,500
Cane Seed, bus.....	12,650	21,850	27,600	27,600
Bran & Shorts, tons.....	4,920	18,320	5,960	16,140
Kafir Corn, bus.....	393,800	477,000	323,400	321,000
Hay, tons....	7,332	4,332	15,456	7,548
Flour, bbls..	59,150	778,675	76,375	578,350

**LOS ANGELES**—Reported by the secretary of Grain Exchange:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, cars..	309	219	.....	.....
Corn, cars....	213	255	.....	.....
Oats, cars....	21	10	.....	.....
Barley, cars..	141	195	.....	.....
Milo, cars....	34	42	.....	.....
Kafir, cars..	49	44	.....	.....
Alfalfa, cars..	70	3	.....	.....
Seed, cars....	18	3	.....	.....
Beans, cars..	40	53	.....	.....
Rice, cars....	392	704	.....	.....
Hay, cars....	351	139	.....	.....
Flour, cars..	.....	.....	.....	.....

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	155,400	108,490	319,200	62,625
Corn, bus....	446,960	1,164,780	845,825	2,264,433
Oats, bus....	390,250	699,300	495,700	1,510,584
Barley, bus..	495,390	685,440	174,400	139,440
Rye, bus....	32,315	53,750	35,400	56,940
Timothy Seed, lbs.....	.....	204,780	14,162	86,050
Clover Seed, lbs.....	60,000	209,690	467,905	44,330
Flax Seed, bus.....	10,510	77,220	5,720	.....
Hay, tons....	540	622	48	144
Flour, bbls..	207,200	257,250	5,600	8,050
Feed, tons....	3,950	9,075	6,900	9,460
Malt, bus....	22,800	66,500	246,500	355,300
Hogs, number ..	124,872	87,075	1,979	6,927
Cattle, number ..	17,070	16,749	1,451	1,758
Sheep, number ..	3,264	2,667	.....	.....
Calves, number ..	48,913	46,612	134	4

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician, Chamber of Commerce:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	5,263,020	5,772,470	3,191,000	5,178,420
Corn, bus....	549,590	559,550	947,340	612,620
Oats, bus....	1,010,720	1,594,430	1,079,780	3,972,620
Barley, bus..	778,630	1,086,640	1,122,640	1,328,920
Rye, bus....	478,640	284,230	566,770	410,600
Flax Seed, bus.....	244,090	439,490	65,470	327,590
Hay, tons....	687	1,634	39	124
Flour, bbls..	21,271	21,764	1,065,425	1,022,365

**MONTEAL**—Reported by J. Stanley Cook, secretary of Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	15,621,608	11,965,465	12,146,522	6,140,322
Corn, bus....	121,210	32,115	5,262	59,002
Oats, bus....	3,308,429	1,528,452	1,457,320	775,997
Barley, bus..	1,445,965	194,627	560,790	545,892
Rye, bus....	69,964	2,036,714	64,285	1,393,716
Flax Seed, bus.....	117,849	79,619	.....	.....
Hay, bales....	95,473	142,619	116,571	140,124
Flour, bbls..	406,383	487,312	399,137	370,242

**NEW ORLEANS**—Reported by S. P. Fears, chief grain inspector and weighmaster, Board of Trade:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, cars..	75	7	234,315	52,430
Corn, cars....	54	64	240,988	150,535
Oats, cars....	27	34	75,603	67,978
Barley, cars..	1	.....	29,648	.....
Rye, cars....	2	.....	42,039	96,428

**Barge Receipts:**

Wheat, bus..	83,904
Rye, bus....	31,394
Barley, bus..	245,826
Corn, bus....	81,543
F. Oats, bus..	9,970

**NEW YORK**—Reported by H. Heinzer, statistician of Produce Exchange:

	1929	1928	1929	1928
Receipts			Shipments	
Wheat, bus..	7,011,000	.....	6,094,000	.....
Corn, bus....	97,500	.....	.....	.....
Oats, bus....	322,000	.....	339,000	.....
Barley, bus..	1,251,700	.....	1,457,000	.....
Rye, bus....	102,500	.....	121,000	.....
Clover Seed, bags .....	.....	.....	1,019	.....
Flax Seed, bus.....	673,000	.....	.....	.....
Hay, tons....	2,093	.....	.....	.....
Flour, bbls..	1,384,662	.....	410,000	.....



**PEORIA**—Reported by John R. Lofgren, secretary of Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	202,000	83,800	184,800
Corn, bus...	1,569,150	2,158,300	534,750
Oats, bus...	558,000	856,800	532,800
Barley, bus...	265,600	168,000	28,000
Rye, bus...	6,000	.....	.....
Mill Feed, tons.....	33,930	39,920	44,385
Hay, tons.....	100	2,970	180
Flour, bbls...	224,500	257,300	236,000

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of Commercial Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	497,005	805,954	615,545
Corn, bus...	22,672	15,582	.....
Oats, bus...	124,798	95,057	39,946
Barley, bus...	.....	101,053	65,000
Rye, bus...	.....	164,877	.....
Flour, bbls...	169,676	179,640	3,113

**PORTLAND, ORE.**—Reported by F. W. Clark, manager of Merchants' Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,081,700	935,250	977,132
Corn, bus...	145,750	174,625	375
Oats, bus...	55,100	96,900	1,181
Barley, bus...	43,200	14,400	.....
Rye, bus...	.....	2,900	4,360

**ST. LOUIS**—Reported by C. B. Rader, secretary of Merchants' Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,839,600	2,130,800	1,819,800
Corn, bus...	2,032,200	2,614,400	1,785,138
Oats, bus...	2,038,600	1,410,000	1,453,031
Barley, bus...	17,600	33,600	14,400
Rye, bus...	8,500	6,500	1,300
Kafir Corn, bus.....	120,400	74,400	70,800
Hay, tons.....	4,560	3,720	1,944
Flour, bbls...	587,325	493,020	452,130

**SUPERIOR**—Reported by J. W. Conner, secretary of Wisconsin Grain & Warehouse Commission:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	4,421,380	3,696,896	7,315,247
Corn, bus...	3,397	171,629	.....
Oats, bus...	23,959	148,959	12,687
Barley, bus...	914,013	353,004	682,800
Bonded Wheat, bus.....	221,644	541,133	293,570
Bonded Barley, bus.....	108,628	66,142	137,404
Flax Seed, bus.....	35,636	32,208	.....
Flax Seed, bus.....	14,041	33,385	.....

**TOLEDO**—Reported by W. A. Boardman, secretary of Produce Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,630,145	2,122,478	1,638,135
Corn, bus...	61,250	126,250	10,850
Oats, bus...	479,655	395,780	570,295
Barley, bus...	3,600	2,400	.....
Rye, bus...	1,200	1,200	7,075

<sup>1</sup>Includes 546,145 by Lake.

<sup>2</sup>Includes 1,025,980 by Lake.

<sup>3</sup>Includes 57,270 by Lake.

<sup>4</sup>Includes 433,490 by Lake.

<sup>5</sup>Includes 196,930 by Lake.

## THE GRAIN MARKET SITUATION

By G. A. COLLIER

Grain, Hay and Feed Market News Service Bureau of Agricultural Economics U. S. Department of Agriculture.

Grain markets have reacted sharply from the low point reached toward the close of May, influenced largely by less favorable prospects for both Winter and Spring wheat in North America and a prospective reduction in seedings in Argentina as a result of dry weather in that country. Trade expectation of an early enactment of pending farm relief legislation has also been an important factor, particularly in the wheat futures markets. July wheat at this writing (June 10) has advanced around 10 cents per bushel from the low point reached at the close of May. The advance in wheat has been reflected in higher prices for rye and feed grains. The backwardness of the corn crop and the rapid reduction in market stocks, which are now the smallest for this time of the year since 1925, has given additional strength to the corn market.

Rains early in June over the southwestern wheat belt where dry maturing weather is needed, together with continued cool weather in the Spring wheat area which has retarded growth, were less favorable for United States wheat, although the June 1 estimate forecasts a Winter wheat crop materially larger than indicated a month ago. The condition of Winter wheat at the first of June was 79.6 per cent of normal compared with 73.6 per cent a year ago and indicated a crop of approximately 622,000,000 bushels, an increase of about 4 per cent over that indicated by the May 1 condition. The improvement during May was largely in the states producing mostly Hard Winter wheat. The crop in the Soft Winter wheat states east of the Rocky Mountains promises to be around 75,000,000 bushels larger than a year ago, with pres-

ent prospects indicating a crop of Hard Winter wheat east of the Rockies only about 12,000,000 bushels below last season's harvest. The June 1 condition indicates a crop in the Pacific Coast States of only about 49,000,000 bushels, or about 23,000,000 bushels smaller than in 1928.

The condition of the Spring wheat crop at the first of June was 84.8 per cent of normal, or nearly six points above the condition of 79 per cent reported a year ago. Cool weather has delayed growth but plants are reported to be strong and well rooted. In the western districts of North Dakota the stand of Spring wheat is somewhat thin and spotted due to poor germination and deficient moisture in May. In Montana sub-soil moisture is below a year ago.

A Spring wheat crop in Canada materially below last season's record harvest has been forecast by trade agencies, but no official estimate is available and it is still too early in the season to determine the final outturn of Spring wheat. The Canadian crop germinated evenly and is well rooted but more moisture and warmer weather are needed in most areas, according to trade and press reports. Abundant June rains and warm growing weather will be necessary for the best growth of the crop which has been retarded by unseasonably cool weather. Frost has occurred at some points in the prairie Provinces every night during the past month, with exceptionally wide variations in daily temperatures, which gave only a short growing period each day.

The 1929 European wheat acreage as reported to date is about a million acres above that of last season. Continued low temperatures retarded crop developments but the more seasonable weather during the latter part of May favored growth and the condition of the wheat crop has improved in most countries. Conditions are above average in Hungary and Germany and slightly above average in Poland. The outlook in Italy continues favorable and conditions in France and the United Kingdom have improved, according to trade reports. Dry weather in Argentina is retarding seeding of the new crop and a material reduction in wheat acreage is expected by the trade, unless general rains are received immediately. Light showers occurred in some areas during the week.

### NEW WHEAT HARVEST BEGUN

Harvesting of new Winter wheat has begun in the Southwest and the first cars were reported loaded in Texas during the first week in June. No information is as yet available relative to the quality of the new wheat but rains since the first of June have been unfavorable for harvesting. Domestic wheat markets have followed generally the advance in future prices and premiums held steady with mills active buyers of desirable milling wheat. The advance in cash prices to relatively higher levels than foreign markets checked export sales and current offerings have been taken almost entirely by domestic buyers, except those of Durum and wheat from the Pacific Coast. The reduction of three cents to seven cents per bushel in freight rates from interior markets to Atlantic and Gulf ports has placed American exporters upon a more favorable basis for competition with exports from other countries. Offsetting to some extent this reduction in freight rates, however, was an increase in the wheat import duty in France and Italy, amounting to 21 cents per bushel in France and about 16 cents per bushel in the Italian rates.

Quotations on foreign wheats in European markets have mostly been reduced as world markets declined. On June 7 United States No. 2 Hard Winter wheat for June shipment was quoted in Liverpool at \$1.20½ compared with \$1.20½ for 63½ pound Rosa Fe from Argentina, \$1.10½ for No. 5 Manitoba, afloat, and \$1.23½ for Australian wheat. American exporters were bidding \$1.09 per bushel for domestic wheat for ordinary No. 1 Hard Winter f. o. b. the Gulf and \$1.11 per bushel for No. 1 Soft Red Mixed wheat. New Hard Winter wheat for export was being offered for the first half of August shipment f. o. b. Gulf ports at 1½ cents over the Chicago July price.

Protein premiums have held generally steady dur-

ing the past month. On June 7, No. 2 Hard Winter 13 per cent protein was quoted at Kansas City at seven cents to 11 cents over the July price of \$1.01½; 13 per cent protein No. 1 Dark Northern was quoted at Minneapolis at seven cents to 12 cents over the Minneapolis July price of \$1.06½. No. 1 Amber or Mixed Durum, 12 per cent protein, was quoted at Minneapolis at the Duluth July price of 98½ cents to 25 cents over. Soft Winter wheat prices advanced 11 cents to 14 cents during the first week in June. No. 2 Soft Red Winter being quoted at St. Louis at \$1.20 and at Chicago at \$1.23-1.25 per bushel. The advance in the Pacific Coast markets was less marked. Old crop White wheat was selling at Portland, Oregon, June 7 at \$1.07 per bushel with new crop wheat for August and September delivery quoted at \$1.04-1.05. No. 1 Hard White wheat was quoted at San Francisco at \$1.11 and No. 2 Hard Winter and No. 2 Northern Spring at Denver at 75-82 cents per bushel. Canadian Spring wheat markets advanced practically the same in nearly the same way as domestic markets and on June 7 No. 1 Manitoba Northern was quoted at Winnipeg at \$1.16½ per bushel.

A rye crop of about 43,634,000 bushels, or about 2,000,000 bushels larger than last season, was indicated by the June 1 condition of 83.6 per cent of normal. Last season's crop, however, was unusually small and about 11,000,000 bushels below the five-year average 1923-27. The rye acreage in European countries reported to date is slightly larger than last season and the condition of the crop in Germany and Poland, the two most important producing countries outside of Russia, is slightly above normal. In the Danubian countries the condition of the rye crop is less favorable than for wheat.

No new features have developed in the rye market during the past month and prices generally have followed the trend of wheat prices. A sharp advance occurred during the first week in June influenced principally by the higher wheat market. Good milling rye has been in active demand and offerings limited. No. 2 rye was quoted at Minneapolis at the close of the market June 7 at 82-89 cents and at Chicago at 91-92½ cents per bushel.

### NEW CORN CROP GETTING LATE START

Corn planting is now practically completed throughout the corn belt but delay caused by wet ground and cool weather has given the crop a late start in most areas. Considerable replanting has been necessary but this, along with cultivation, has been retarded by rains. Growth of early planted corn has been generally good but the crop is generally a week to 10 days later than usual in most of the corn belt.

The backwardness of the new crop, together with the rapid disappearance of market stocks, has been an important factor in the corn market and at this writing prices have advanced eight cents to 10 cents per bushel from the low point reached at the close of May. Country offerings have increased slightly at the higher prices but current receipts have been below trade requirements and market stocks have been reduced to around 14,172,000 bushels, the smallest amount at this season of the year since 1925. At some points the remaining stocks are reported to be mostly sold, which further reduces the available supply.

Domestic buyers are furnishing practically the only market for United States corn as European demand has turned mostly to corn from Argentina and to barley and low grade wheat. Argentine shipments have totaled over 30,000,000 bushels since the first of May and this corn is under selling United States corn in European markets. On June 7 No. 3 Yellow corn was quoted at Chicago at 91-92 cents per bushel and No. 3 Mixed at 90½ cents per bushel. This is about 15 cents lower than a year ago. White corn is in good demand from southern and southeastern mills and good grades of this class are bringing premiums of several cents per bushel at some markets. At St. Louis No. 2 White corn was quoted June 7 at \$1.01 and No. 2 yellow at 94½ cents per bushel. At Kansas



City No. 2 White corn was quoted at 92-93 cents per bushel.

The oats market has advanced with other feed grains, but less favorable prospects for the new crop, as a result of continued cool weather, was a strengthening factor. The June 1 condition of oats was 82 per cent of normal as compared with a 10-year average of 85.2 per cent. The condition, however, was better than on June 1 a year ago, particularly in the South Atlantic States. Late seeded oats are showing a late stand, yellow color and weedy condition in many of the corn belt states.

Current marketings have been about equal to trade requirements. Good quality oats are in active demand but lower grades are selling slowly. Prices advanced about five cents per bushel at the principal markets during the first week in June with No. 3 White oats quoted June 7 at Chicago at 45½-46¼ cents and at Minneapolis at 42-43 cents per bushel. About 10,500,000 bushels of oats were in store at the principal markets at the first of June compared with about 7,000,000 bushels a year ago.

The barley market has also advanced from the low point reached in May but the advance has been less marked than for other grains. Considerable export business was reported when prices were low but export inquiry has fallen off since the advance. The condition of the barley crop on July 1 was 83.7 per cent of normal, or one point above a year ago at this time, but somewhat below the 10-year average of 86.1 per cent. In most of the corn belt and in the far western States the condition is lower than at this time last year but is substantially above a year ago in Minnesota, North and South Dakota, Montana, Oklahoma and Texas.

Domestic buyers have been active in the market for best malting grades which were quoted at Minneapolis June 7 at 60-62 cents per bushel and at Chicago at 56-61 cents. Feed barley was quoted at these markets at 50-55 cents per bushel. Exporters were bidding 66 cents per bushel for No. 2 barley delivered Gulf ports and 75 cents per bushel f. o. b. New York. World shipments continue of moderate volume with nearly half reported from North America from week to week. French buyers were becoming more interested in North African barley, according to trade reports. New Danubian barley was being offered for August and September shipment at London June 7 at 84½ cents per bushel. United States Special No. 2 was selling at 75¼ cents per bushel in that market on June 7 and North African at the same price.

## SCALES FOR THE GRAIN TRADE

The National Scale Men's Association voiced a real industrial need in a resolution passed at its recent meeting at Milwaukee. Railroad scale specifications provide at present for scale construction of so heavy and expensive a character that only the largest plants can afford to avail themselves of the convenience which railroad scales give. Smaller scales adequate for the weighing of a less continuous stream of cars, but with the accuracy and dependability of the larger installations are needed. The resolution was as follows:

Whereas, existing specifications for railway track scales published by the United States Bureau of Standards, the American Railway Association, and the American Railway Engineering Association, contemplate scales to be used for general freight weighing in considerable volume; and

Whereas, railway track scales built to conform to the aforesaid specifications are too expensive and otherwise out of proportion to the needs of industrial locations comprising a considerable number of freight weighing points in the United States; and

Whereas, the public attitude toward adherence to the aforesaid specifications works an unwarranted economic hardship upon industrial plants requiring weighing service, and stunts the distribution and replacement program for new weighing machinery; and

Whereas, foresight, based on the aforementioned circumstances, shows that the present general state of perfection of installation and maintenance of freight weighing machinery is jeopardized: Therefore be it

Resolved: That this, the National Scale Men's Association, assembled in annual session, April 10,

1929, at Milwaukee, Wis., does hereby declare its solicitation for the active co-operation of involved interests in formulating authoritative specifications for four-section track scales of sizes not covered by existing formal specifications, and of such other sizes as may be deemed expedient and mutually agreed upon by the aforesaid involved interests; and does direct its Executive Committee to circulate copies of this resolution to individuals and parties at interest and to the trade press over the signature of the president of the Association.

## TRANSPORTATION

### EMERGENCY EXPORT RATES ON WHEAT AND WHEAT FLOUR

In an effort to effect a reduction of surplus stocks of wheat, and to remove such surplus by exportation, if possible, before the harvesting of another crop, the railroads, at the suggestion of the President of the United States, have filed tariffs, effective May 29, 1929, covering material reductions in wheat and wheat flour for export.

These reduced rates are of an emergency character, as tariffs expire September 30, 1929, after which rates which were in effect prior to May 29, 1929, will again apply.

Rates will apply coincident with the date of tariffs, namely, May 29, 1929, on all wheat and wheat flour in store in elevators and mills at rate break points, such as Chicago, St. Louis, Buffalo, Minneapolis, Kansas City, etc., as rates from these points to seaboard or to the Gulf are so-called flat rates.

Mills operating under transit at interior points must draw wheat from terminal, or rate break points, or from original points of shipment, to secure the benefit of the reduced rates, as tariffs do not provide for reduced rates on wheat or flour in store at interior points.

Your attention is called to a number of provisions in the tariffs which will be well to keep in mind, a few of which are as follows:

Minimum on flour, 80,000 pounds.

Minimum on wheat, 110 per cent of marked capacity of car.

Rates apply only on wheat and wheat flour and do not apply on millfeed and related articles.

Mills and elevators are required to make daily cancellation of inbound billing, representative of tonnage, to cover all wheat and wheat products disposed of locally, forwarded by rail, by wagon, motor truck or vessel, or destroyed or otherwise disposed of, to prevent accumulation of billing in excess of the tonnage on hand.

The identity of the grain need not be preserved.

Before the rates named in tariffs can be applied proof of exportation must be made to representative of the carrier or the Weighing and Inspection Bureau having jurisdiction. If such proof cannot be provided at time of original shipment domestic rates will be charged and readjustment through claim channels will be made when claim supported by original paid expense bill and proof of actual exportation is presented, provided, however, that there will be no readjustment to the proposed export basis on traffic forwarded from any point subsequent to September 30, 1929.

Except as to rules and regulations applicable at port of export no transit will be permitted under these emergency reduced export rates except milling in transit of wheat into wheat flour for export.

Some of the reductions provided for, but without attempting to cover all points, are as follows:

Minneapolis and Duluth to Chicago—7c cwt., wheat and flour.

(Local rates reduced from 22c to 16½c. Interior mills get a proportion of the 16½c rate.)

Kansas City and other Missouri River points to Chicago—11½c cwt., wheat and flour.

(Local rates 17½c. Interior mills get a proportion of the 17½c rate.)

Kansas City, Atchison, Leavenworth and St. Joseph to Gulf Ports—19c cwt., wheat and flour.

Omaha and Council Bluffs to Gulf Ports—20c cwt., wheat and flour.

Minneapolis to Gulf Ports, wheat 24c; flour 25c cwt.

(Key West, Florida, 12c over Gulf Ports rate both wheat and flour.)

St. Louis to Gulf Ports—12½c cwt., wheat and flour.

Chicago and Peoria to Gulf Ports—17c wheat; 18c flour, cwt.

Kansas City, Atchison, Leavenworth, St. Joseph, Omaha and other Missouri River points to St. Louis, Alton, Hannibal, Keokuk and other Mississippi River points—7½c cwt., wheat and flour.

Chicago and Milwaukee to New York, Boston, Portland, Maine, Quebec (Quebec) and St. Johns (N. B.)—17c wheat; 18c flour cwt.

Chicago and Milwaukee to Philadelphia and Montreal, 16c wheat; 17c flour cwt.

Chicago and Milwaukee to Baltimore, Newport News and Norfolk—15½c wheat; 16c flour cwt.

Peoria 2c over Chicago rates, both wheat and flour.

St. Louis 4c over Chicago rates, both wheat and flour.

From Eastern lower Lake Erie ports to seaboard, on ex-lake wheat and wheat flour, rates are reduced 3.33c per hundred pounds.

Interior mills in Eastern Territory to receive rates dependent on rate group in which they are located as shown in Central Freight Association Freight Tariff No. 245 D.

Authority for rates covered by E. B. Boyd's Export Freight Tariff No. 203, I. C. C. No. A-1968, for Western Territory, and B. T. Jones, Agent, Supplement No. 20, to Central Freight Association Freight Tariff No. 245-D, I. C. C. No. 2046, for Eastern Territory.

It is suggested that shippers interested write for copies of tariffs if same have not already been received, addressing their requests to either E. B. Boyd, Agent, 517 West Adams Street, Chicago, Illinois, or B. T. Jones, Agent, 608 South Dearborn Street, Chicago, Ill.

### HAY HEARING JULY 1, ST. LOUIS

The proposal to cancel the proportional railroad rate on hay from St. Louis, Mo., and other Mississippi River crossings to Evansville, Ind., when bound for southern points, has been assigned for hearing July 1. Examiner Hosmer will conduct the hearing in St. Louis for the Interstate Commerce Commission.

### OPERATION OF CINCINNATI TRANSIT RATES SUSPENDED

By an order entered June 8 by the Interstate Commerce Commission, the proposed special transit rates on grain moving through Cincinnati, Ohio, are suspended from June 10, 1929, to January 10, 1930.

The suspended schedules propose to restrict the application of rules governing transit on grain and its products from the Ohio market, so as not to apply for account of the Pennsylvania Railroad.

### ANOTHER HAY RATE TALK-FEST IN CHICAGO JUNE 18

Part No. 10, of the general agricultural product rate structure investigation being completed by the Interstate Commerce Commission, is scheduled for hearing in Chicago, June 18.

Hay and related cases are the subject of Part No. 10, of this docket feature, and Examiners Worthington and Walsh have been assigned by the commission to preside at the June conference.

### OLD ARMOUR GRAIN DEMURRAGE CASES FINALLY SETTLED

Reparation now has been ordered paid to the claimant in the case of the old Armour Grain Company versus the Milwaukee and Great Northern lines. Reviewing the complaints filed on three separate counts, the Interstate Commerce Commission declares: (1) Demurrage charges collected for the detention of oats at Milwaukee, Wis., by the railroad, were in excess of just rates.

(2) Demurrage charges collected by the Milwaukee railroad for detention of other grain (also oats) were excessive as a result of the "unlawful refusal" of the Great Northern Railway Company to permit regular reconsignment.

Reparation, therefore, has been ordered against both the railroads.

Other demurrage reparation is barred by the statute of limitation.

### SUPREME COURT APPROVES LOW GRAIN RATE

The order of the Interstate Commerce Commission directing the Atchison, Topeka and Santa Fe Railway, the Chicago, Rock Island and Pacific Railroad and the Missouri Pacific Railroad to cancel their proposed higher rates on grain from the green fields to Wichita, Kan., or Kansas City, Mo., and intended for further shipment to Gulf ports for export, was upheld June 3, by the United States Supreme Court and the dispute, which originated about a year ago, is ended.

The commission's order had found the higher rates proposed by these carriers were unreasonable and in excess of local rates applicable for corresponding portions of through movements to the Gulf ports.

The railroads contended that unfair competition existed in the territory and much grain was being routed over competing lines which did not rightly belong to these lines and claimed that the higher rates were necessary to offset this situation.

The rates were to apply on traffic inbound to Kansas City and Wichita when the outbound movement was routed over the lines of their competitors, the Kansas City Southern Railway and others.

THE exports of wheat including flour from August 1 to May 11, 1929, were 141,565,000 bushels against 191,789,000 bushels during the same period last year.



# HAY, STRAW AND FEED

## Retail Feed Merchandising Its Causes and Consequences

By A. W. CARPENTER

**I**N APPROACHING the task of carrying conviction to either merchants or consumers on the economic value of merchandising, I do so with considerable misgiving because my experience has taught me that the task of interesting audiences in this subject is a rather difficult one. As I see it "merchandising" is one of the least understood, yet most misunderstood factors in our American business life today. Yet it's the very life blood of American business, and that is true whether our interests happen to fall in the realm of manufacturing, wholesaling, or retailing.

Quite likely the very complex phraseology generally used in talking about merchandising problems is responsible for this lack of appreciation of its economic value, so I'm going to try to discuss it in simple, one syllable terms that we can all understand. After everything is said and done, merchandising means nothing more or less than the crystallization of hundreds of simple, common-sense, everyday units that are used in selling. It is the tools in the sales kit that we use in building volume in every line of business.

### MASS PRODUCTION AND KEEN COMPETITION RESPONSIBLE

The mass production of merchandise that has been accomplished in this country necessitates keen and aggressive sales methods on the part of manufacturers, and the rapidly increasing number of retailers in every line, responsible as they are for keener competition, necessitates very vigorous selling programs on the part of retail merchants. With more goods to sell and more dealers to sell them, the successful business organizations are the ones that develop and maintain the most aggressive and efficient merchandising systems.

### MARKET ANALYSIS NECESSARY

The very first job of every merchant, as I see it, is the careful making of an analysis of his trade territory. He should know his potential sales possibilities just as thoroughly as the manufacturer surveys his market.

The retail feed merchant in approaching his marketing problems, should first decide how large a trading radius he desires to serve. Is he going out five, 10, 15, or 25 miles from his place of business for customers? When the length and breadth of the trading area is determined, then it is up to the merchant to determine what the potential tonnage possibilities are in his market. To do this on a practical basis, he must analyze the feed requirements of every farm in his trading radius. He should take every street and highway leading from his place of business and one by one, interview every feeder to ascertain the number of cows, hogs, horses, and poultry maintained by each prospect. Then by the simple application of mathematics, he will be able to put his finger on the approximate tonnage possibilities in his territory.

Right here is a fine time and place for the merchant to set his goal as to the portion of that total tonnage he seeks to handle. This, of course, will depend upon his ambition and aggressiveness. One dealer will be satisfied to sell one-third of the total tonnage, another a little more ambitious will seek one-half of it, while the keenly aggressive merchant will feel that he has it in his organization

to beat his competitors to the extent of controlling two-thirds of the total, but whatever the natural inclinations may be along this line, one of the fine plans to follow is the establishment of a goal toward which to drive. Going along on a hit or miss basis with no definite objective in mind has been the ruination of many a retail venture.

### BUYING HABITS OF FEEDERS

When the market possibilities have been carefully analyzed, the next problem we encounter is the buying habits of the feeders in this trade area and believe me, when we come to analyze the buying habits of the public, we run into some very interesting, and sometimes perplexing experiences. Let's quickly review a few of them.

John Jones, for instance, happens to live midway

of which the dealer is not cognizant and which could easily have been washed away if the fact were known and a frank discussion of the situation called between the parties. Many times a reputation is made by one mill for charging high prices while the competitor has the reputation for conservative prices. These buying habits are the tough proposition with which retailers are constantly confronted and whatever they may be, it is squarely up to the successful retailer to discover them; study them; and in some way change them.

To change buying habits, every tool in the sales kit must be used. Aggressive and persistent contact with purchasers is absolutely necessary. The day when the merchant in any line could sit back and say that everyone in his community knows about his place of business and will voluntarily come in with his trade has gone forever. The highways are alive these days with salesmen who are making personal calls on feeders. Feed merchants are not only in competition with each other but they are also in competition with automobile—the radio—and the

Sharply are the lines being drawn by retailers these days. Two groups are definitely forming.

In one we find those merchants who shun the support of large manufacturers—who doubt the wisdom of selling nationally known trade branded articles—merchants who prefer to go it alone.

In the other group we find those merchants who deeply sense the value of associations with strong, substantial national manufacturing companies whose quality merchandise and vigorous advertising program have developed public acceptance and confidence—whose selling helps for dealers build extra retail volume and profits.

Take your choice, but in choosing, keep firmly in mind that under present competitive conditions the trend strongly favors the "team work" idea over the "go it alone" system.

A. W. CARPENTER AND THE KEYNOTE OF HIS ARGUMENT

between you and another dealer located in a town 10 miles distant in the opposite direction. Instinctively, this feeder for years has gone to the other town with his trade. That buying habit may come close to being an inherited one. His father—even his grandfather—for years went to the other town as their trading center and he follows along in this family trade habit. It is up to you if you want his business to diplomatically educate him to change his trading center.

William Smith comes to your town to trade but instead of making his purchase from you, he goes to your home town competitor. Naturally you would like his business but to get it you have got to change his buying habits, devising some means to get him out of the habit of going to your competitor's mill and come to your place of business. Digging a little deeper for the facts, you will find that he goes to your competitor because he feels that he gets better quality merchandise or better service, or more courteous treatment, or perhaps because he mentally carries some ill will towards you and your company. Many times feeders carry a grudge

washing machine salesman. If you hold your share of business, you simply have to beat the other fellow to it, and that can be accomplished only by personal sales contact with the trade.

Some dealers have frankly told me they did not believe in personal solicitation of business, giving as their reason the dislike of the farmers to frequently become the target of salesmen. Somehow I cannot accept this viewpoint. For a lifetime I have been working with the farm trade and it's the rare exception when I have found farmers showing any antagonism because of sales solicitation. Naturally the solicitation must be made along intelligent and diplomatic lines, but the impression that farmers do not like salesmen to come to see them is a mental complex—nothing else. But whether the farmers like it or not, they're going to constantly be followed by salesmen and that is increasingly true in the face of the mass production and keener competition to be found in every line of business. It's the natural product of our machine production age.

It's a wonderful service that many feed manu-

\*Address of Austin W. Carpenter, General Sales Manager of the Larowe unit of General Mills, Inc., delivered before the Central Retail Feed Association Convention, Milwaukee, June 4, 1929.



facturers render these days in sending into the territory of retailers handling their respective lines well trained salesmen to personally work prospects for the purpose of building volume and profit for the retailer, and there's a constantly growing tendency on the part of successful retailers to avail themselves of this service at every opportunity. If I were operating a retail feed business today, I'd keep the good salesmen of my manufacturer in my trade territory just as many days as I could keep him there, and I'd go out of my way to convince the manufacturer on giving me a good measure of such selling service. A hustling salesman for the retailer, but on the payroll of the manufacturer, is a golden opportunity for the retail merchant.

An important factor relative to personal sales solicitation that I desire to emphasize is the necessity for persistency in this sales work. Very few sales are closed on the first call. You will have to keep going back time and time again. Some will give you their business on the second call, others on the third, and you always find some of the toughest prospects that will not come through with an order until you have called many, many times. In one instance in my experience, I called every week for just 21 weeks on a prospect before I sold him, but that prospect for four years now has been a steady and heavy buyer of feed from the dealer for whom I did this personal sales work. The following up of prospects at frequent intervals has proven over and over again to be one of the essentials of successful selling.

## ADVERTISING HELPS

These days, the remarkable direct mail campaigns that many manufacturers offer are really business building factors for merchants. Reaching every feeder in your territory at frequent intervals with snappy advertising messages, each carrying your imprint and thus directing trade to your place of business, is a merchandising factor that is worth real money.

The page and part-page advertisements carried in the press build into the public mind an acceptance of nationally advertised products that is sure to react to the benefit of the retail merchant. If you doubt this, let's go to the chain store proposition for some evidence. Each chain store system in the country at one time or another has endeavored to put over to the public its own trade brand articles. These chain stores have every resource known to merchandising at their command, yet in the face of all that they have attempted, we find that last year 76 per cent of all the merchandise sold out of our chain stores was nationally advertised trade brand articles. Public acceptance and demand of nationally known merchandise forced the chain stores to abandon the program of putting over articles under their own trade names.

## ATTRACTIVE DISPLAYS

The weakest link in retail feed merchandising, as I see it, has been the lack of appreciation of the value of attractive feed displays. Show windows—loading platforms—conspicuous locations in the mill or store—all offer wonderful potential possibilities for displaying your feeds in attention-getting ways. Doll up your places, as it were, with attractive fronts—attractive displays, and you will be amazed at the influence that is sure to be reflected in your sales.

## BETTER TRAINED SALES PEOPLE

The success of the chain store movement has been found not so much in the savings that come from pool buying but in the better training of clerks. These clerks are trained first, last, and all the time in the simple technique of sales psychology. They know their merchandise—they know how to present its merits—they know how to close a sale. It's a sad story to observe the lack of attention that is given to sales training of the employees that work in our retail feed establishments. Let me ask you this question. How well do your salesmen—your door man—your truck driver—your bookkeeper know the policies for which your business stands? How well do they know the selling points of the merchandise you handle? How well are they trained in the simple technique of

selling? If you answer these questions honestly, it would be a terrific indictment of the time and effort you have devoted to developing the most potent factor in your business, namely, your selling forces. Every individual on your pay roll that contacts in any way with your trade is a potential salesman, and just in proportion to the interest you take in training him along successful selling lines, just in that proportion is he valuable to you and your business.

In this connection, may I suggest that when you return home you get all of your employees together in a little group meeting—a little training school if you want to call it that, and devote an hour or two to better educating these co-workers on the merchandise you sell and the methods they employ in selling it. Better still, hold these group meetings every month, or even every two weeks. It will prove the most profitable time investment ever made.

## INDIVIDUALISM AGAINST TEAMWORK

Sharply are the lines being drawn by retailers these days. Two groups are definitely forming.

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In the other group we find those merchants who deeply sense the value of associations with strong substantial national manufacturing companies, whose quality merchandise and vigorous advertising programs have developed public acceptance and confidence, whose selling helps for dealers build extra retail volume and profits.

Take your choice, but in choosing, keep firmly in mind that under present competitive conditions the trend favors the "teamwork" idea over the "go it alone" system.

## COLLEGE TAGS FOR TEXAS FEED

The following formulas are approved as good and suitable for manufacture in elevators or mills, by the Texas agricultural experiment station, College Station, Texas. Manufacturers using these mixtures, are permitted to state that the formulas are endorsed by the Texas College Feed Conference Board.

### LAYING MASH WITH OYSTER SHELL

	Pct.
Ground corn .....	20
Wheat gray shorts .....	20
50 per cent protein meat scraps .....	20
Wheat bran .....	18
Ground whole oats .....	15
Alfalfa leaf meal .....	5
Ground oyster shell .....	1
Salt .....	1

Milo or kafir may be substituted for ground corn in the foregoing formula, and ground barley may be substituted for ground whole oats when the price makes such replacement advisable.

### SCRATCH FEED

	Pct.
Kafir .....	25
Milo .....	25
Wheat .....	25
Screened cracked corn .....	25

### ALL-MASH CHICK STARTER

	Pct.
Yellow Corn Meal .....	50
Wheat Gray Shorts .....	20
Dried Buttermilk .....	10
43 Per Cent Protein Cottonseed Meal .....	6
Alfalfa Leaf Meal .....	5
50 Per Cent Protein Meat Scraps .....	4
Bone Meal .....	2
Finely Ground Oyster Shell .....	2
Salt .....	1

Dried skimmed milk may be substituted for dried buttermilk in the above mix, when the price makes such substitution advisable.

### DAIRY FEED WITH LIMESTONE (19 Per Cent Protein)

	Pct.
43 Per Cent Protein Cottonseed Meal .....	22
Wheat Bran .....	11
Hominy Feed .....	11
Milo Chop .....	11
Ground Whole Oats .....	11
Ground Barley .....	11
34 Per Cent Protein Linseed Meal .....	10
Molasses .....	2
Ground Limestone .....	2
Salt .....	1

Kafir chop or corn chop may be substituted for milo chop when the price makes such substitution advisable.

### HORSE AND MULE FEED

	Pct.
Corn Chop .....	70
Oats .....	15½
43 Per Cent Protein Cottonseed Meal .....	7
Molasses .....	7
Salt .....	½

Milo chop or kafir chop may be substituted for corn chop when the price makes such substitution warranted.

## WHEAT EQUALS CORN AS LIVESTOCK FEED

Indication that the suggestion of utilizing the country's present wheat surplus for livestock feeding may be a good one, is contained in recent tests by the Ohio Agricultural Experiment station.

Paul Gerlaugh, chief of the department of animal industry at the station says of wheat-feeding, "Hogs like wheat and may be fattened on a ration using wheat instead of corn. Pigs fattened on ground wheat and tankage at the Ohio Station consumed slightly larger amounts of feed per day than pigs fed ground corn and tankage, but the wheat-fed pigs gained a little more rapidly and required less feed to produce 100 pounds gain than the corn-fed pigs. It required six and two-thirds bushels of wheat and 40 pounds of tankage to put 100 pounds of gain on pigs weighing 100 pounds at the start of the test."

Although wheat contains more protein than corn, some carrier of animal protein should be used with the wheat. Mr. Gerlaugh recommends tankage or fish meal in amounts equal to those used with corn.

Wheat, he says, should be coarsely ground. Cracking the kernels is preferable to grinding into fine particles which form a pasty mass when eaten by the animal. Soaking wheat aids some but coarse grinding is preferable to soaking.

Wheat when fed along with corn to sheep, in tests conducted at other experiment stations, has given satisfactory results. It can be fed whole to sheep or cracked for them, but not ground.

Some tests have been conducted in the wheat belt on the use of wheat in place of corn for cattle. The results of these tests indicate that wheat can replace half the corn in a cattle fattening ration to advantage. It is desirable to crack the wheat kernels, Mr. Gerlaugh points out, when used as a cattle feed.

## ROLLER PROCESS DRY MILK APPROVED BY TEST

A number of agricultural colleges and experiment stations have tested the value of skim milk powder as a feed for calves. All have come to practically the same conclusion, namely, that when properly fed, skim milk powder is equivalent to ordinary farm-separated skim milk for calf-raising.

To obtain further evidence on this point a series of experiments was carried out on the Trumbull County (Ohio) Experiment Farm. The work was done co-operatively by the departments of farm management and of dairy husbandry. Particular attention was given in these studies to the economy of the various methods used in raising calves.

Some of the conclusions reported from these studies are:

1. "Spray process" and "roller process" skim milk are satisfactory feeds for calves.
2. Skim milk powder is a cheaper feed than whole milk.
3. The dairyman who sells whole milk can afford to purchase skim milk powder with which to raise calves from his best cows.

THE acreage sown to barley in 1929, as far as reported by 16 countries, totals 30,590,000 acres. This is an increase of 2.8 per cent over the 1928 barley acreage.

NET exports of corn from the United States, the Danubian countries, and the Union of South Africa as far as reported since November, are 126,801,000 bushels, a decrease of 6 per cent from the amount exported during the same period of the preceding year.



**BEAN STRAW FOR EWES**

Bean straw, if bright and fresh, makes very fine feed for cattle and sheep. It is an excellent feed for ewes before lambing and helps to tone them up. From trials made in Michigan bean straw is worth about 50 per cent as much as Alfalfa hay for fattening lambs.

Split and cracked beans make exceptional hog feed if thoroughly cooked. They can be used to fatten lambs when fed in conjunction with hay and other feeds. Cull beans, fed to poultry as bean meal, have given as good results in the mash as pea meals, and can take the place of it.

**AN UP-AND-COMING KENTUCKY COMPANY**

Besides blue grass, race horses, Kentucky colonels, and such-like things, Lexington, Ky., can be proud of the Van Meter-Terrell Feed Company. Under the direction of its able officials, N. C. Terrell, president, H. P. Headley, vice-president, and J. B. Van Meter, treasurer, the Van Meter-Terrell Company is as likely an organization for the sale of feed as you may find in many a day's journey, travel where you will.

Some idea of the activity of the company may be gained from a glance at the extent of its hauling operations. The Van Meter-Terrell Company owns and operates a fleet of six trucks of varying

by the company during the fall and winter months. This serves to keep the truck fleet well occupied during those seasons.

While the company does not manufacture balanced feeds, handling only brands made by other firms, it does a considerable feed grain grinding service and its corn cracker and grinding rolls turn out a large amount of ground products.

**THE FEED MARKET SITUATION**

By Grain, Hay and Feed Market News Service, Bureau of Agricultural Economics, U. S. Department of Agriculture

Prices of most feeds near the close of the first week in June at the more important distributing markets were at about the lowest point so far this season. The steady decline in prices since January has more than offset the advance in the fall months. Wheat millfeeds were quoted on June 5 from 50 cents to \$3 lower than a month ago but about \$8-12 lower than at this time last year. High protein feeds continued their downward trend during the past four weeks and cottonseed meal was quoted sharply lower than a year ago. Corn by-product feeds were slightly lower than at the corresponding date last month and last year. Gluten feed was selling around \$4-6 under prices a year ago but hominy feed was quoted \$7-10 lower. Alfalfa meal is also cheaper than a month and a year ago.

This price decline is due to a number of factors.

that offal production was heavier in May than in the same period of any of the past four years. However, for the week ending June 1 the production of flour at these centers totaled only about 1,416,000 barrels, the smallest production since late in April. Milling operations were moderately active at most points with the exception of the Pacific Coast, where the demand for flour has been poor.

This increased output of wheat millfeeds has been offered rather freely at the important distributing markets and prices continued to decline during most of May and the first week in June. Hard Winter wheat feeds appeared to have declined more sharply than did either Soft Winter wheat or Spring wheat feeds. However, Spring wheat flour middlings declined \$3 from May 4 to June 5, while Gray shorts at Kansas City declined only \$2.50 per ton. Prices of the lighter offal declined about the same as heavier offal but bran was quoted from \$5 to \$9 lower than a year ago while the heavier feeds were selling around \$11-13 less than at the close of May a year ago. Notwithstanding the lower prices, mixed feed manufacturers and feeders appear still generally unwilling to contract for their future requirements and the demand is largely for feed for immediate consumption. However, the sharp advance in grain prices during the first week of June offset to some extent the weakening influence of the slow demand for feedstuffs and good pastures in most areas and at many markets inquiry showed considerable improvement, particularly for feed for deferred delivery. In the Northwest, for example, buyers were reported generally willing to pay the premiums asked for feed for later shipment. Feed for delivery at that market in July-August was bringing a premium of 50 cents over spot quotations, September-October \$1 and November-December \$1.50 over the spot. Interest in feed for future shipment was dull at central-western and eastern points.

Production of cottonseed cake and meal for the first nine months this season was about 150,000 tons more than in the same period last year. Consumption in those months, however, due largely to smaller foreign takings, was less. As a result of this heavier production and smaller disappearance, relatively large stocks of cake and meal have accumulated at southern points and prices have tended downward since the middle of December. Recent quotations were sharply under those of a year ago. Reluctance of mills to sell at the lower prices during this period, together with the shortage of feed grains in the Southeast, offset to some extent the influence of the weakening factors. However, near the close of May southern mills were reported more inclined to meet the lower prices after it became more apparent that the accumulated supplies would be ample for the remainder of the season and the possibility of a larger carryover this fall than last season. At the close of the first week in June cash demand for the liberal mill offerings was light at both Memphis and Atlanta, but with the advance in the futures market in sympathy with the higher grain prices inquiry showed considerable improvement, especially at the latter market. Little buying interest was noted in the northern and eastern markets.

Prices of linseed meal declined about \$1.50-2 during the month and were also lower than a year ago. Production of linseed meal to date this season has been lighter than last year. Small stocks and receipts of flax seed in the Northwest point to light crushings of domestic seed until the new crop is available. Activity at eastern points will depend largely upon the demand for linseed oil and meal and the availability of foreign seed. However, the lighter production during the past month did not bring about a price advance. To the contrary, prices declined reflecting the weakness in other feeds, abundance of feed grains and excellent pastures. At the close of the first week in June, prices were holding steady with the demand about equal to the offerings. In the Northwest country trade was dull for both spot and deferred shipments. With 34 per cent protein linseed meal selling at Minneapolis at \$50.50 on June 5 compared with \$42 for 43 per cent protein cottonseed meal, little interest was shown in anticipating future requirements of linseed meal.



VAN METER-TERRELL FEED PLANT, LEXINGTON, KY.

makes and capacities. They have one five-ton truck, one two-ton, one one ton-and-a-half, one of one-ton rating, and a sixth truck for light delivery purposes of smaller capacity. These trucks are operated throughout the year and each one of them travels on an average, 20,000 miles a year. Thus the six trucks travel 120,000 miles a year delivering Van Meter-Terrell feeds to satisfied customers. Besides the trucks, the company uses four teams.

The company is housed in a three-story building which is constructed of brick and steel. For storing grain they have a capacity of 50,000 bushels and there is, in addition to the main building, a warehouse which is used for storing hay. As much as 50 cars of hay may be stored in this warehouse.

For cleaning grain the Van Meter-Terrell Company has a Eureka cleaner, manufactured by S. Howes Company of Silver Creek, N. Y., which is capable of cleaning 400 bushels of grain per hour. Other equipment in the plant consists of two corn rolls, one corn cracker, and two electric motors. One of these is rated 20-horsepower and the other is rated 10-horsepower. All machinery in the plant is driven by belt drives.

The many racing stables and stock farms in and about Lexington require great quantities of choice hay and feed. While this is a seasonal business so far as the race tracks are concerned, the stock farms require supplies the year 'round and the Van Meter-Terrell company gets its full share of the business.

In addition an extensive coal business is done

Supplies of corn, oats, barley, screenings, and low grade wheat have been large and prices of these grains have declined to unusually low levels, resulting in considerable substitution for millfeeds. On June 1, country supplies of corn were reported by the trade to be around 30 per cent larger than a year ago, but market stocks were over 11,000,000 bushels smaller. On the same date, farm stocks of oats were about 85 per cent larger than were available on June 1, 1928, and market stocks were about 3,000,000 bushels larger. Supplies of screenings and low grade wheat are also much larger than last season.

The generally excellent condition of pastures has also been a factor in causing a slow demand for feedstuffs. On the first of May pastures were reported in the best condition since the spring of 1921 and weather conditions since that date have been very favorable. However, pastures were poor in the more western states, especially Washington, Oregon, and California.

Another factor in the weak feed market situation is the fact that offerings of most commercial feeds have been in excess of the current needs when the supplies of feed grains and the unusually good condition of pastures are considered. Wheat offal production has followed the usual downward trend this spring but has been of good volume, especially since the first of April. Flour output at the principal milling centers which affords an index to the wheat offal production was nearly 9 per cent greater during May than in April. These data also indicate



Fairly liberal offerings were meeting a slow demand at eastern markets.

Like linseed meal, the output of gluten feed and meal has been smaller this season than during the same period last year. The same story of lower prices of competing feeds and feed grains and a poor demand generally accounts for the month's price decline at most markets. However, at the lower price level the demand showed some improvement both in the Central West and at eastern points. Heavy wet-process corn grinding near the close of May and the first part of June have resulted in rather liberal offerings of gluten feed and meal but with the fair demand prices have held fairly steady. Hominy feed, another important corn by-product, was quoted only slightly lower than a month ago but about \$7-10 below prices at the same date last year. The steadiness in hominy feed prices during the last week in May and the first week in June has been more the result of light production than any strength in demand. However, as a result of an improved demand for the light offerings and, together with the recent price bulge in corn prices of hominy feed advanced at most points during the first week in June.

Alfalfa meal is somewhat cheaper than a month and a year ago, largely as the result of a slow demand. Production of this feed has been heavy this season but the output during April totaled only around 15,000 tons, the smallest monthly output since July, 1927. Inquiry for this feed at most markets has been dull during the past four weeks and offerings have been correspondingly small, resulting in only a moderate price decline. With new crop alfalfa already moving into market from southern producing areas new crop meal will soon be available.

To summarize, prices of most feeds at the close of the first week in June were about the lowest so far this season, largely as a result of the large supplies and low prices of feed grains, excellent pastures and offerings of feedstuffs in excess of the prevailing demand. Supplies of commercial feedstuffs appear ample for the coming summer months, but if pastures become short the supplies may be drawn upon heavily. The outturn of the fall harvests of feed grains, flax and cotton will largely determine the fall market situation in the late summer and fall months. Reports on these conditions, their influence upon the market and the resulting price changes should be carefully watched by those interested in the feed market situation.

## MODERATE HAY RECEIPTS MEETING ONLY FAIR DEMAND

Hay markets showed little change during the week ending June 8, according to weekly hay market review of U. S. Bureau Agricultural Economics. Moderate arrivals at most markets were meeting only fair demand. Pastures and meadows were in good condition in most sections and were limiting the inquiry for hay. Prospects for the new crop continued favorable in most areas. The first cutting of Alfalfa was in progress in Nebraska and crop growth was promising in Montana and South Dakota. Cutting of Prairie hay in South Texas was delayed by showers and wet ground but the outlook for Bermuda and Johnson hay was reported excellent.

Timothy markets showed little change during the week. Receipts at Boston were moderate but demand was slow and receivers reported some accumulation of medium and lower grades at various railroad terminals. Prices for top grade hay which was in light supply held firm but some concessions were necessary to move the poorer quality of offerings. Demand at New York was active and with the supply of best quality hay limited, buyers were turning to lower grades to supplement current needs and prices advanced \$1 to \$2 per ton over last week's closing quotations. Offerings at Pittsburgh were light and demand fairly active for better grades but lower grades were dull and moved slowly. A more active demand for high grade Timothy and Timothy mixtures for the racing trade was a strengthening factor in the Cincinnati market, and prices advanced slightly. Farm stocks of

old crop hay were reported to be low in that territory and movement of the new hay was expected to begin the last of this month. Shipping inquiry at this point was limited and most of the trade was of a local character. No special feature was apparent at Chicago. Top grades were moving rapidly within quotations but No. 3 and sample grades were slow sale. Receipts during the first of the week were liberal but offerings were smaller toward the close and accumulations from the earlier heavy arrivals were absorbed without any material weakness in the market. Demand at St. Louis was active and offerings limited. Most of the southern demand is restricted to dairy hay with only moderate inquiry for hay suitable for work animals.

Middle western Alfalfa markets were holding steady with limited offerings and only moderate demand. Receipts at Kansas City were unusually light as result of rainy weather in Kansas, Oklahoma and Nebraska, which was unfavorable for cutting and curing the new crop. Second cutting Alfalfa was beginning to move from Oklahoma. Most of the first cutting Oklahoma Alfalfa moving to this market was of unsound quality and unsuitable for shipping. Arrivals of old crop hay from all sections were of lower grades and damaged. Demand for Alfalfa suitable for shipping was active but offerings of this type were extremely scarce. Demand for low grade Alfalfa was very dull. Practically no Alfalfa was being offered at Omaha and country offerings at lower quotations reflected the poor quality of the remaining stocks and the dull demand for these types. Stocks of old crop Alfalfa in Colorado are reported to be the lightest in many years and the carryover into the next season appears to be very small. U. S. No. 1 Alfalfa from Arizona and New Mexico was being offered at \$24 to \$25 per ton f.o.b. San Antonio. The Los Angeles market was very dull but with light arrivals, prices held firm. Quotations in the Yakima Valley were unchanged.

Prairie markets were firm with a fairly active demand for good quality hay and only limited offerings. Inquiry from shippers, stock yards and local retailers at Kansas City for medium to better grades was fairly active but most of the offerings were of the lower grades which were in dull demand. Supplies of good quality old crop hay in surplus areas appear scarce and with cutting of new crop hay delayed by rainy weather in many sections continued light offerings appear probable. Some shipments of Oklahoma and Kansas Prairie are reported to the cotton states and several cars of Kansas Prairie have recently been shipped to Denver. Arrivals at Minneapolis were very light and a somewhat stronger tone developed at that market. Demand for Prairie at San Antonio was confined principally to the army post. Crop prospects for Prairie, Bermuda and Johnson hay in this area and near Houston were very favorable although harvesting was delayed by wet weather. The second cutting of Johnson near San Antonio will begin soon as weather conditions permit.

## LARGER RECEIPTS AND LOW PRICES

By C. K. TRAFTON

As suggested in our previous review, the steady upward movement of prices in the local hay market served to attract much larger shipments from the interior and as a result the advance was halted. In fact, all grades excepting No. 1 in large sales, reacted from \$1 to \$3, small bales of the poorer grades being especially easy.

Hay of this kind made up a decidedly large proportion of the arrivals, there being a marked shortage of large bales at the railroad yards. As a matter of fact, latest reports are that there is virtually no No. 1 hay in the market and it has been dropped from quotation tables. In addition to the higher prices previously prevailing, the material increase in rail arrivals was also chargeable partly to the fact that the weather was too wet for a long period to permit farmers to do their usual field work and as a consequence they had more time to ship hay.

During the past four weeks the arrivals at railroad yards averaged about 40 cars weekly compared with about 20 cars in the last four weeks.

## NEW FEED BRANDS

"KIPPY" for dog, cat and pup food. The Kippy Dog Food Company, Inc., Denver, Colo. Filed April 1, 1929. Serial No. 281,671. Published May 14, 1929. Claims use since July 7, 1927.

"PROTEX" for stock food. Sargent & Co., Des Moines, Iowa. Filed March 25, 1929. Serial No. 281,318. Published May 21, 1929. Claims use since January 15, 1929.

"VITAMILK" for poultry and stock food. Dawe's Dry Milk Company, Denver, Colo. Filed April 1, 1929. Serial No. 281,654. Published May 21, 1929. Claims use since January 14, 1929.

"SILCO" for hen feed, all-grain feed, heavy grain feed, rolled oats, etc. Silbernagel & Co., Pine Bluff, Ark. Filed April 8, 1929. Serial No. 282,009. Published May 21, 1929. Claims use since 1921.

"BIG Y" for dairy feed, laying mash, stock feed, sugared stock feed, mixed feed, flour middlings, scratch feed, horse feed, corn, cracked corn, poultry oats, seed oats, chick starter, chick grain, intermediate chick feed, growing feed, and hog feed. The Yantic Grain & Products Company, Norwich, Conn. Filed April 9, 1929. Serial No. 282,160. Published May 21, 1929. Claims use since April 9, 1924.

"MAGNOLIA QUEEN" for mixed feed, prepared wheat flour, etc. The Merchants Company, Hattiesburg, Miss. Filed March 26, 1928. Serial No. 263,775. Published May 28, 1929. Claims use since April, 1923.

"ELCO PRODUCER EGG MASH" for mixed feed for poultry. El Campo Rice Milling Company, El Campo, Texas. Filed November 16, 1928. Serial No. 275,423. Published May 28, 1929. Claims use since November, 1927.

"CHICK" for poultry foods; chick mash, chick food, growing mash, husky scratch, hen scratch, and laying mash. The Crete Mills, Crete, Neb. Filed



February 2, 1929. Serial No. 278,780. Published May 28, 1929. Claims use since March, 1927.

"ATCO" for fish meal as food for livestock. The Atlantic Coast Fisheries Company, New York, N. Y. Filed March 27, 1929. Serial No. 281,392. Published May 28, 1929. Claims use since November 10, 1927.

"LIGHTHOUSE" for feeding products, namely, soya-bean meal, linseed meal, cottonseed meal, bone meal, meat meal, beet pulp. Wilbur-Ellis Company, San Francisco, Calif. Filed November 14, 1928. Serial No. 275,321. Published June 4, 1929. Claims use since September 15, 1928.

"RICE LEADER" for rice by-products, namely, rice bran, rice polish, rice hulls, rice poultry feed, and hog feed. Rice Growers Distributing Company, El Campo, Texas. Filed November 16, 1928.

## Trademarks Registered

256,551. Live stock foodstuffs, etc. Pinnacle Mills, Morristown, Tenn. Filed June 28, 1928. Serial No. 268,808. Published November 6, 1928. Registered May 21, 1929.

256,553. Poultry and stock feeds, cooked meat, whole or ground, and bone products for poultry and stock food. Consolidated Rendering Company, doing business as Atlantic Packing Company, Boston, Mass. Filed June 15, 1928. Serial No. 268,050. Published March 5, 1929. Registered May 21, 1929.

256,677. Prepared feeds for poultry, livestock, birds, and game animals. Chapin & Co., Chicago, Ill. Filed November 3, 1928. Serial No. 274,766. Published March 5, 1929. Registered May 21, 1929.

257,084. Stock Food. Detroit Creamery Company, Detroit, Mich. Filed January 28, 1929. Serial No. 278,533. Published March 19, 1929. Registered May 28, 1929.

257,124. Poultry and stock foods containing a vitamin preparation obtained from cod-liver oil. National Oil Products Company, Inc., Harrison, N. J. Filed September 27, 1928. Serial No. 273,061. Published March 19, 1929. Registered May 28, 1929.

257,131. Bran. Bernet, Craft & Kauffman Milling Company, St. Louis, Mo. Filed December 10, 1928. Serial No. 276,513. Published March 19, 1929. Registered May 28, 1929.

257,328. Animal Feed, namely, dog and puppy feed. Granville P. Rose, Jr., doing business as G. P. Rose & Co., Nashville, Tenn. Filed December 29, 1928. Serial No. 277,382. Published March 26, 1929. Registered June 4, 1929.



# ASSOCIATIONS

## RETAIL FEED MEN HOLD ANNUAL CONVENTION

With 396 people, including members and their guests, on hand for the opening session, the Central Retail Feed Association convened in its fourth annual two-day session on June 4, in the convention hall of the Plankinton Hotel, Milwaukee, Wisconsin. In point of numbers at least this convention was by far the most successful that the association has yet held. Four years ago the attendance at the premier convention and the total membership of the association numbered 30. The association has grown in the manner commonly referred to as "leaps and bounds."

After an address by President Kern and the reading of the reports of Treasurer John A. Becker and Secretary David K. Steenbergh, A. L. Johnstone, president of the Milwaukee Chamber of Commerce, welcomed the feed men in a short address. Then came Alfred N. Steele, merchandising executive of Olson & Enzinger local advertising company, with one of the most important addresses of the convention. It follows in full:

### DEVELOPMENT OF THE CHAIN RETAIL FEED STORE

In the discussion of chain stores in the feed business, we must keep in mind two fundamental principles which form the basis for chain store operation. These are: (1) Disorganization of retail outlets in any particular industry and (2) the opportunity for profit. These two fundamentals were true in the grocery field and chains came in. They were true in the drug field and chains came in. They are probably true in the retail feed business and if they are, it is only reasonable to expect that the chain store operation will extend to your industry. This gives rise to the following question:

Can the feed dealer meet threatened chain feed store competition and, in the face of existing conditions, make money? This is a question which many feed dealers are asking themselves. Because, to the majority of feed dealers, chain store competition may mean cut rates, and recent studies of the operating costs of feed stores show that the net profit above a reasonable salary and interest on investment at 6 per cent is 1/3 of 1 per cent of sales in the average feed store. This is an extremely narrow margin upon which to meet chain store competition, and it is not to be wondered that feed dealers are concerned.

On the other hand, recent reports show that a chain retail feed store movement is steadily growing; although as yet it is doubtful that it has grown to the proportions rumored.

From time to time inquiries concerning recent mergers and rumors about single chains of more than 1,000 feed stores operating in various sections of the country have come to us. These have been investigated and at present the largest single chain store unit of which we have record comprises about 37 units. This is in New England. The Grange League Federation, operating in New York, New Jersey, and Pennsylvania, also has 37 stores in its chain and these, we believe, are among the largest single chains in the country. The largest feed store chain in Wisconsin is operated by the New Richmond Roller Mills Company, and the largest in Minnesota by the Harland Flour & Feed Company. Both of these chains include about 17 units.

#### Chains Not Yet a Large Factor

Certain manufacturers of commercial mixed feeds like the American Milling Company have established chain feed stores in New England and other parts of the United States to provide adequate outlets for their products. There have been rumors to the effect that this company was about to establish a chain of 200 stores in Wisconsin similar to those established in New England. However, insofar as we know, nothing definite has been done in this direction to-date although it is rumored that this company has secured leases on certain feed stores in the state.

There are many other smaller chains throughout the country and many of these have great ambitions to grow. Some of the larger manufacturers are reported to be considering the establishment of chain retail store outlets, but no manufacturer, insofar as we are able to judge, has developed this plan to any great extent as yet. The Great Atlantic & Pacific Tea Company is handling feeds at many of its stores but this type of an establishment is not, as you know, in direct competition with the regular retail feed dealer.

From this report it must be admitted that chain feed stores are not as large a factor at the present time as rumors have indicated. There is no question, however, but that the development of chain stores in the feed business is just starting. And while we do not expect any feed chains will grow as large as some grocery, cigar, and drug chains are at present, we may look forward to the establishment of many small feed chains everywhere in the country in the near future.

#### Present Day Trends

All of this is in keeping with present day trends in business. It is the earmark of the century in which we live, for this is an age of mass production and selling.

The struggle to produce in large quantities naturally and inevitably has brought about concentration in single large units, or in collections of large units, for the purpose of gaining large production and more efficient handling. Or, as Chairman Sloan of General Motors puts it, the opportunity to gain by more effective and intensive management," so that "the best talent is made available, and with unlimited capital also available, it is possible to gain the most effective general result."

The economies of mass production, however, did not of themselves bring along economies of mass distribution principally because the mass producer was

a craftsman and not a salesman. Quite the contrary. They brought about an unbalancing of the consumer dollar until it was charged on all sides that, while mass production has reduced costs of manufacturing, it had greatly increased the cost of distribution. The Congressional Commission, headed by Sydney Anderson, found, after its extended investigation, that the cost of getting the goods to the consumer was greater than the original cost of manufacture.

What is more natural, therefore, than changes in distribution? What is more natural than for the selling and distributing arm of our economic system to take a leaf from mass production? This is what has happened and is happening. For mass distribution is already with us, and, in certain lines, will probably stay.

One manifestation, apparent to the most casual observer, is national advertising. More than one billion dollars is expended today through this one channel "to move goods," made in the mass. First the mail-order houses became active in establishing retail outlets. Then, came highly organized house-to-house selling and the chain stores.

The neighborhood store owner found springing up across the street a chain store competitor whose methods were systematized and whose manager was syndicated, and who was selling bulk goods like sugar, or advertised brands, at prices below the store owner's wholesale cost.

The wholesaler who supplied the independent found his position threatened by the new order. It looked for a time as if the mail-order house, the chain store, the department store, had no need for him. They went direct to the manufacturer or, worse than that, they manufactured themselves.

While the neighborhood grocer was blinking at these changes, he saw his banker blinking at the branch of the big city bank which was opening across the way.

No wonder the little fellow felt that he was



ALFRED N. STEELE

doomed. And he is doomed if he sees no farther than the nose on his face and tries to beat the big fellow at his own game. He is doomed if he depends on sentimental appeals or demands of legislation and city council that laws be passed penalizing chain stores and house-to-house canvassing.

#### Individuals Vs. Chains

The small business man is clearly in this maelstrom of readjustment today. He is under economic pressure. His strategy is to shunt that pressure in some other direction. Before ways and means of doing this are discussed, however, a clearer picture of the whole situation should be given at this point, of the exact position of the individual feed dealer in relation to large consolidations or chains. Conditions may not be as black as they appear on the surface.

Mr. Alexander Alexander, president of the National Gum and Mica Company, studying the death rate of the small factory, concludes that "it is not easy to find out to what extent small business is disappearing, even though the daily papers and the trade press are filled with reports of combinations and mergers, and though our eyes are continually dazzled by the reports of the earnings of such giants as U. S. Steel, General Motors, and the American Telephone and Telegraph."

There is no question that the regular exposure to these golden figures has induced a mirage, for we have the words of a student of the question, the late Charles W. Hoyt, a specialist in advertising, that "we think we have one company where two or three grew before. Yet somehow there seems to grow up a new crop for the one or the nine that have been replaced."

Mr. Hoyt seems to have evidence on his side, for the number of corporations reporting income or deficit in this country increased from 345,600 in 1920 to 430,000 in 1926. The figures are not yet available for the current year, but they are expected to show a still further increase.

Mr. Hoyt's observation is confirmed by the figures of the National Industrial Conference Board, whose survey disclosed that nearly three-fourths of all manufacturing plants employed only 20 wage earners or less each, and produced goods not exceeding \$100,000 in value each in 1925. And, despite the rapid growth of chain stores, department stores, and mail-order houses, nearly 70 per cent of the total retail trade is handled by smaller units.

A similar condition prevails in banking, according to Merle Thorpe of *Nation's Business*, for it was found in June, 1926 that there were 28,146 commercial and savings banks in the United States with aggre-

gate capital and surplus resources of \$6,745,300,000, or an average of less than a quarter million dollars each. While public utility companies, by their very nature, represent large capital investments, steam railroads, the largest type of such enterprise, average only \$5,250,000 in capital, electric railroads only a little more than \$750,000, gas companies only about \$1,500,000 and holding companies average a little more than \$2,500,000.

Considering manufacturing, mining, and trade combined, the average number employed per concern was found to be 10 persons, the average in manufacturing to 44.7 persons, in the wholesale trade from 14 to 16, and in the retail trade from 5 to 6.

The population of the United States is increasing annually at the rate of 1,500,000. Consider the 15,000,000 added to the home market in the past decade. It is a small nation in itself. Twenty million will doubtless be added in the next 10 years. Such an increased market will take care of several thousand mergers and the natural growth of small industry as well.

#### Markets of Distinction

Business revolutions are never ended. The turn of the wheel which brought about mass production now swings back and there is a definite national urge toward markets of distinction. From quantity-produced articles to quality. Call it higher standards of living, the period's craze for luxuries, the fad for color, call it what you will, it is here and in my judgment will dominate business during the next decade.

My guess is that just as the mass distributors have taken over the natural increase of our business in the past 10 years, the small independents, both manufacturer and distributor, who capitalize this new market of distinction, will get the normal increase of the nation's business during the next ten years.

Herein lies the beginning of the strategy of the small manufacturer and merchant in meeting the economic pressure of the mass producers and distributors. He has a decided edge on marketing commodities that are "different," whether that difference lies in the packaging or in the preparation. But he has also an advantage in the quality of service.

I have watched with unusual interest the career of a young man who set up a small grocery right in the middle of three chain groceries and a chain drug store. Wisecracks said he was very foolish. But he knew his onions. In the face of eternal price competition he is probably making more money today after seven years than his chain-store neighbors. His formula is simple. He says, "We sell service and quality, as well as groceries, and the public wants a lot of those two things. We even give the chains a run on price in many instances because I give as much attention to buying as I do to selling." As to methods, he explains that "the best way we have found to take customers away from the chains is to keep a more attractive store. The more appealing you can keep food articles, the more you are going to sell. We've got to know our groceries."

What applies to the grocery business will hold true in the feed business as well, and just as chain grocery stores have been as beneficial as they have been harmful to the independent grocer, just so chain feed stores will benefit the feed business.

#### Chain Will Stimulate Demand

In the first place, chain feed stores are going to stimulate the demand for feed. Naturally they will increase advertising, and, at the same time, encourage farmers to use more prepared feeds to balance home grown rations.

This will benefit the independent dealer fully as much as it benefits the chain feed store. If the independent dealer is wide awake and takes every advantage of the moves that chain stores make, the independent dealer is bound to get his share of these increased markets and he will get them at a much lower cost than he could have hoped to gain them if he financed a campaign promoting various prepared foods himself.

"But what about price?" asks the Independent feed dealer, "It may be all very well for the chains to increase consumer demand, but what chance have I as an independent dealer to exploit this market if the chains are going to undersell me at every turn of the road?"

On the surface, this looks like a tough question, but a little analysis will show that it does not thoroughly uncover facts. There is enough competition among the manufacturers of commercial mixed feeds and preparations of similar nature that it would be practically impossible for chain feed stores to undersell independent dealers.

Chain stores can not possibly handle all brands that are on the market. Brands competing with the brand chain stores operators carry will naturally want to meet this competition, and the burden of this warfare will fall on the manufacturer and not on the feed dealer.

Nor, need the independent feed dealer look with apprehension upon the time when all brands of commercial feeds will operate the same outlets as chains. The competition between such groups of chains would be such that manufacturers themselves would be the first to see the folly of it and discontinue that type of selling.

There will be some feeds, however, in which the chain stores will have the advantage over the independent stores but this advantage again is more apparent than real. It is well known that chain stores will have the advantage of buying in quantities. There is no doubt but that certain types of feeds can be handled easier, and bought at a lower price in carload lots than in small batches. However, co-operation between independent feed dealers in a community will get around this problem. On such feeds independent stores can co-operate for the purpose of pool buying in carload lots and get prices fully as low and advantageous as those granted to chains.

#### The Manufacturer and the Chains

I know from my own experience that the attitude of the large commercial mixed feed manufacturer is not one of getting into the chain store operation from choice but rather from necessity. The responsibility for this operation can be laid squarely at the door of the independent retailer and as a usual thing, we have found that where independent feed dealers were lax in their business methods, loose in their methods of credit, and slow to take advantage of the merchandising experience offered by the large manufacturers, manufacturers of commercial mixed feeds were forced to open their own stores in order to provide adequate outlet for their volume. On the other hand, where independent dealers were wide awake and up-to-date in their methods of business, and quick to grasp merchandising co-operation offered by the larger manufacturers, there was little to fear in the matter of chain store competition.

By and large, then, meeting chain store competition will be beneficial to the feed business. It will tend to keep independent dealers more business-like in their methods and more wide awake and progressive. And, where chain feed stores will be established with



probably depend more or less on how progressive feed dealers are in any given community. The enterprising feed merchant need not worry about chain store competition either as a possibility or a reality. Enterprising dealers are now rendering adequate and satisfactory service to their customers. These dealers maintain clean stores, carry complete stocks, offer personal feeding service, and support their trade organizations. Many of these dealers are making a success of selling feed on a strictly cash basis.

Take stock of yourself and your own business. Do you keep your store as clean and attractive as possible? Do you always have every feed commodity which your customers want in stock every time they come in to buy? Are you able to conscientiously and intelligently advise your customers so that they can feed your feeds at a profit? Can you help them solve their various dairy and poultry raising problems? Can you advise them what and when to seed and what fertilizers to use? Do you advertise to get new customers and to keep the customers you have? Do you buy the feeds you handle in car lots or do you truck feed? Do you support your trade organization? Do you sell for cash or do you have a big book account which would have a very doubtful value should you be forced to close up and collect?

A bright future for the independent dealer rests upon how he answers these questions and also rests on the assumption that the average independent merchant will learn up-to-date methods of selling.

Records show that the small plant can hold its own against larger and more ponderous units. Its survival, apart from the resourcefulness of the individual, is conditioned by the factors just mentioned.

Jones' sausage flourished and still flourishes with large packing interests on every side. And with all the trouble in the textile industry, Cannon towels and Pequot sheets have advanced to new levels of consumer preferences. Fifteen years ago radiator valves accounted for less than 1 per cent of the radiator business. The amazing success of George D. Hoffman in developing and promoting his radiator valve is commercial history.

Thus, industrial and commercial independence will endure just as long as there is intelligent and individualism which demands it. The social consequences of this proprietorship attain an important magnitude. It will be a sorry day for the nation when Main Street closes up shop. I recall at this point a remark once made by Herbert Hoover: "This individualism, which is distinctly American, is only in part an economic creed. It aims to provide opportunity for self-expression not merely economically but spiritually as well."

This sums up, more or less, the spirit of Americans and points the way for the independent dealer to follow. As long as the spirit of individualism exists among customers, there will always be dissatisfaction with standardized or mass methods and a greater demand for individual service.

It is up to the independent dealer, therefore, to supply this demand for service and by offering his customers the best he can get in the way of prices, goods and personal attention. As has been said before, the only reason why chain stores exist is because they have been given a foothold by the independent dealer's slack business methods and indifference as long as he was making a living profit.

#### AFTERNOON SESSION

The Tuesday afternoon session was opened by a business management meeting and at the conclusion of it some prizes for attendance were awarded. Ray Farley, president of the Retail Feed Dealers of Janesville, Wis., was the first speaker of the after-



R. R. FARLEY

noon. His subject was, "Getting Feed Dealers to Co-operate in Going on a Cash Basis," and he covered it well. Most convincing were his arguments to show that it is necessary for feed men to get their business on a cash basis, and that only by co-operating with one another can they hope to accomplish this.

Two more interesting and instructive addresses were included in this afternoon session. The first of them by W. D. Isham of Milwaukee follows: (For the second of these speeches, "Feed Merchandising, its Cost and Consequences," by A. W. Carpenter, sales manager of the Larrowe Milling Company, see Hay Straw and Feed section of this issue.)

#### CREDIT AND COLLECTIONS

I would like to preface my remarks with a brief discussion of cash versus credit. Theoretically for the retailer, at least, a cash basis is an ideal method of doing business. However, with the entire superstructure of our national business and commerce,

based on credits, I doubt if any one line of business can continue long on a strictly cash basis. There are, of course, some very few exceptions to this rule generally, and there will always be a few exceptions in certain localities. Going on a strictly cash basis is not a new venture. It has been tried innumerable times for years past and has continued with varying degrees of success for a time then ultimately discontinued as a general practice.

Credit in its final analysis means nothing more or less than the giving into the possession of one the property of another in the faith that payment will follow after the lapse of a period mutually agreed upon. Time sales on deferred payment credits have become such a part of our nation's business, and are so deeply entrenched in every department of our many industries that if immediate concerted effort were made to discontinue time-sales, this generation would not see it abolished. There is one thing that is an indisputable fact—just so long as time-sales or installment credits exist, other lines of business cannot successfully operate on a strictly cash basis. This being true, you can see for yourself how difficult it will be for any one line of industry to attempt to operate in a manner radically different from the vast majority.

I do not know whether the chain store is going to be a problem in the "Feed" business or not. I know it is in other lines of business.

Why is a chain store? The answer is "price." Read their ads—neither service nor quality of goods are stressed—their big slogan is "price." Whenever a big chain store organization starts cutting prices what defense has the independent business man? So far as I can determine, the only defense with which they can meet price cutting successfully is service and quality—one of the big features of service is extension of credit.

That business concern which intelligently extends credit will always be able to compete with either the "Cash-basis" store or the "Chain" store, and in many cases the extension of credit will be the big reason for remaining in business.

I cannot hope in the short space of 30 minutes to tell you much about how to operate the credit and collection departments of your business. If I can create or recreate a deep impression of the importance of credits and collections, I will have accomplished all that I can hope to. I do not consider, particularly in the retail field, that the problems of credits and collections are so much more difficult ones as they are ones which are overlooked—neglected—and their importance not kept in mind.

Another thing in considering importance of collections is "turnover"—too many business men fail to consider the importance of turnover. Turn a dollar once a year and you have got to have a big capital at prevailing profits to make much money. Success in merchandising depends upon giving every dollar in your capital stock its highest efficiency. The secret lies in the lone dollar. It makes no difference whether its number is one or a million—if it isn't put to work, it is useless. It may earn a few cents a day or it may earn a few cents a year. In one case it is doing its duty; in the other it is loafing on the job. Every dollar you possess should be made to pay its board and keep. Many merchants' working capital is wrongly named—it does not work—it merely smuggles comfortably in his accounts receivable. Dollars, like men, need action. A little rest for the term of credit extension is O. K., but too long a rest causes serious sickness.

What are the most important essentials in credit granting?

1. Courage—or backbone—or intestinal fortitude.
2. Frankness.
3. Willingness to give necessary thought and time to this subject.

The great weakness of credit granting is the absence of the foregoing qualities. When Mr. Brown, who you know well, wants to order a bill of goods and says "charge it," what do you do—you think he is good and put it on the books. What should you have done? You should have had the courage to be frank with Mr. Brown and say, I appreciate your business and will be glad to extend you credit, but I am going to be perfectly frank with you for, to just the extent of the credit granted, am I a sort of partner with you. Naturally, I will keep whatever you tell me confidential, but as your partner there are a few things that it is only fair for me to know. About how much do you think your account will run, keeping in mind I expect you to pay in 30 or 60 days whatever terms you extend?

Whom do you bank with?  
Whom else are you buying from on credit?  
Are you buying any of your farm equipment or autos on time payment plan—if so, how much do you have to pay per month?

Do you own your farm—if not, on what basis do you rent?  
If you own it, do you have any incumbrances; if so, how much and when do the interest payments fall due?

How much fire insurance do you carry?  
How many cattle do you own?  
How much is your milk check?  
What other income do you have and from what is it derived?

Now with this information you can check up on Mr. Brown, bank, the other people he buys from, also if you have a credit interchange association check there. If Mr. Brown has a reputation for honesty the information derived from the foregoing sources together with the information he has given you will enable you to judge whether or not to extend him credit, also to place a credit limit on his account. I believe that the value and application of the information requested will be so apparent to you that it is not necessary to go into the matter in detail, although I do wish to mention the importance of sufficient insurance.

I note that some writers recommend the taking of notes in place of open-account. I do not believe this is a good practice. It is far preferable to use the trade acceptance wherever possible, reserving the use of notes for such past due accounts as you may wish to give additional time. The trade acceptance has many advantages, principal among which is that it makes your accounts easier to collect.

Now to touch on a few facts regarding collections. Too many business men act as though a past-due account was like wine that improved with age, whereas like a stale egg—it gets bad very quickly. It should go without saying that a prompt and intelligent effort should be made to collect an account as soon as it becomes due. Delay is often fatal and more past due accounts become bad debts through delay in taking proper action at the proper time, than through any other one cause. Again courage and frankness are necessary—courage to frankly tell the debtor that the account must be paid by a certain definite time or action will be taken and if the account is not paid—courage to take the necessary action instead of admitting that your first statement was only a bluff by

giving further extension without a mighty good reason.

A first class collection medium will furnish you with a form consisting of one printed notice to the debtor and when the account is turned over to them do not use forms themselves, but dictate all correspondence. It is most important that you realize the necessity of carefully choosing a collection medium which will properly represent you—regularly report progress—and promptly remit proceeds. To sum up the entire subject of credits and collections. I hope you will bear the following five vital points in mind.

1. Realization of the fact that credits and collections are equally important with every other department of your business.

2. Willingness to give the subject the same thought, study and attention that you do the other departments of your business.

3. Acquire courage.

4. The ability to be perfectly frank.

5. The use of a reliable expert collection medium when your accounts need such attention.

A careful adherence to the foregoing will minimize the worries and troubles attendant on the grant-



W. D. ISHAM

ing of credit and will enable you to meet any sort of competition as well as weather any adverse business storms you may encounter.

A general discussion, joined in by many of the members, followed Mr. Isham's address, and concluded the business of the afternoon session. Tuesday evening the Get-Together Banquet in which manufacturers, jobbers, wholesalers, and millers as well as the retailers, themselves, participated, was held. It was a grand affair in the Sky Room of the Plankinton, and is best described by the terse comment of the country press usual to similar occasions, "... a good time was had by all and the guests departed at a late hour". John M. Kelley, of Baraboo, Wis., was the speaker of the evening. His subject, "Barnum Was Right", speaks for itself.

#### WEDNESDAY MORNING SESSION

At 8:30 Wednesday morning, June 5, members, convention guests, and their ladies assembled in the Sky Room of the Plankinton at a breakfast for which the Central Retail Food Association was host. Happy smiles and belts loosened during the course of the business session which followed indicated the success of the association's breakfast. Several committee reports were read, and upon their conclusion the annual election of officers was held. The following men were elected to head the association during the coming year: President, L. J. Hartzheim, Beaver Dam, Wis.; vice-president, C. E. McArthur, Elgin, Ill.; treasurer, Colby Porter, Fox Lake, Wis.; secretary, David K. Steenbergh, Milwaukee. Those chosen for the Board of Directors were: J. L. Kleckner, Neillsville, Wis.; D. W. McKercher, Wisconsin Rapids, Wis.; F. Kern, Sparta, Wis.

The balance of the morning session was given over to a feed dealers school which was conducted by Profs. J. G. Halpin and G. Bohstedt of the University of Wisconsin. This school concluded the formal business of the convention. The remainder of the time was given over to amusements which included a baseball game between Milwaukee and Minneapolis, where the dealers were guests of members of the Minneapolis Chamber of Commerce.

#### KANSAS CONVENTION HELD AT WICHITA

The thirty-second annual convention of the Kansas Grain Dealers Association was held May 14 and 15, at the Broadview Hotel, Wichita, Kansas. More than 400 members and friends of the trade registered during the course of the two-day meet. Events and speakers of interest combined to make the meeting noteworthy.

The report of Secretary E. J. Smiley was a feature of the convention. When he had finished speaking there remained in the minds of his listeners no



doubt of his exact stand on the subjects covered. Witness this bold utterance on Federal grain standards and their interpretation. "We have long contended that the Federal grain standards as promulgated by the Board of Agriculture are not practical. We further contend that the interpretation of these standards by the bureaucrats in charge has cost the producers of wheat in Kansas and the Southwest more money than any farm relief plan yet proposed will save them." Mr. Smiley, in closing, gave the following advice in the form of suggestions.

Don't overload cars. Don't buy grain without profit expecting the market to advance so you can play even. Don't fail to have your weighing equipment inspected before the movement of the new crop. Don't expect to buy all the grain at your station at a profit. Don't fail to file claims within the time limit. Don't blame us for not doing something that you can do yourself. Don't expect us to accomplish the impossible.

Following Secretary Smiley's report, Charles Quinn, secretary of the Grain Dealers National Association, spoke, mainly about farm relief. He commented at length on the present farm relief bill, speaking of it as President Hoover's measure and saying that the proposed Agricultural Board would be empowered to spend as much as five, ten, or even twenty million dollars a year, if it so desired, in the development of co-operative marketing organizations.

A noteworthy speaker of the second morning of the convention was Prof. R. M. Green of Manhattan, Kansas. Referring to the profitability of farm storage he said that in 19 of the past 36 years there was sometime after July when a better price could have been secured if the farmers had hit the market right, while in 17 of them there was no chance for the farmer to secure a price in excess of the harvest time quotation. He said that moisture is the biggest problem in farm storage as farmers are unable to tell whether or not grain stored on the farm will heat.

L. E. Webb, president of the Farmers' Co-operative Grain Dealers Association, made pungent comment on the subject of farm relief before beginning his announced speech, "The Fallacy of the Gross Sales Tax Bill". Of farm relief he said, "... many farmers are in need of some kind of relief, but about nine out of every 10 advocates of it are looking for some kind of a job or are figuring on doing something to the farmer instead of for him."

He was opposed to the proposed gross sales tax bill and said that it would hit the farmer harder than anyone else. He explained this by saying that wheat is turned over about six times in the process of traveling from the farmer to the ultimate consumer, and that while the tax might in some cases be passed on to the consumer, in most cases it would be passed back to the farmer.

Opening speaker of the closing session of the convention was D. O. Milligan, secretary of the Western Grain Dealers Association, who hales from Des Moines, Iowa. "... entirely too modest in their opinion as to the importance of the business in which they are engaged." Thus, Mr. Milligan voiced his opinion of the average grain dealer. In supporting his statement, he pointed to the fact that a grain dealer must invest at least \$10,000 in his business and spend no less than \$500 a year keeping it up.

The following were elected to head the association for the coming year: J. H. Voss, president, Roy Cox, vice-president, E. J. Smiley, secretary. J. H. Huyck of Morrowville was named director of the first district; A. M. Dunlap of Iola for the second; and E. L. Brown of Chester, Neb., to succeed himself from the southern district of Nebraska.

## INDIANA GRAIN DEALERS TO MEET JUNE 21

The Mid-Summer Meeting of the Indiana Grain Dealers Association will be held in the Library of the Board of Trade, Indianapolis, Indiana, Friday, June 21.

E. E. Elliott, of Muncie, president of the association, and Secretary Fred K. Sale have worked out a program of unusual interest to the grain and milling interests of the state just at this time. Harold L. Gray, chairman of the transportation committee will give a report of the activities of this committee since the annual meeting in January, and discuss future activities of this committee.

A. E. Reynolds, one of the leading grain men of the state, will bring an interesting message to the convention during the morning session. Facts gleaned from Mr. Reynolds' vast knowledge and interesting experiences in the grain business will make his address very much worth while. A. S. MacDonald of Boston, Mass., president of the Grain Dealers National Association, is also expected to be there, as well as representatives from all the other large terminal markets.

During the afternoon session C. B. Jenkins of Noblesville, will deliver an address on "The Signs of the Times." Mr. Jenkins is one of the foremost millers of the state, of the progressive type, awake to "the signs of the times."

One of the most interesting and instructive ad-

resses of the convention will be that of Hon. Fred S. Purnell, on the subject "Farm Legislation Affecting the Grain Business." Mr. Purnell has been active in farm relief circles at Washington and will be prepared to give reliable information on this subject.

As there are many problems confronting the grain and milling industry just now, Secretary Sale expects to devote quite a little time to round table discussion of problems of special interest to the trade.

A buffet luncheon will be served on the trading floor of the Board of Trade to the guests of the convention at noon, by the Indianapolis grain dealers. A large attendance is expected. Except for the buffet luncheon the meeting will be strictly business and will last one day only.

## LONE STAR STATE GRAIN MEN HOLD ANNUAL CONVENTION

Farm relief and grain grading, these subjects held the spotlight in the two-day convention of the Texas Grain Dealers Association at Fort Worth, May 17 and 18. Sunshine, good roads, and a previously announced program of interest combined to bring out the Lone Star grain handlers in force. The audience at the opening session was doubly virtuous. That is, not only large, but, also, enthusiastic. Under the direction of song leader, "Bob" Sweeney, they rang the local welkin with loud and cheery singing. Everyone was happy, ready and willing to listen, when President Killingworth arose to give his annual address. He spoke, as in these days who does not, on "Farm Relief". Some of the things he



PRESIDENT-ELECT  
L. C. McMURTRY

said are quoted below.

The grain dealer should be and is the friend of the farmer rendering a necessary and specialized service at an exceedingly low charge for such service—possibly, not always by choice, but under existing conditions by necessity. Through decades, grain dealers have, through costly experience, reached their present plane of usefulness. Now, some political spellbinders seeking a victim have elected the grain dealer—the middleman—to that office. They would depose the man who has bought and already paid for his experience, and would assign to the same task a new set of men who must of necessity pay the cost of education in that vocation, either out of their own funds or out of the funds of those whom they propose to benefit.

Yet . . . I believe the farm relief bill will benefit the grain handler. Its endeavor shall be to clip the claws of the bears. It does not require even an astute grain man to make money when the tendency in prices, either up or down, is guaranteed.

Further interesting light on the farm relief question came from member R. L. Cole. He said that he has talked to hundreds of farmers and that he is yet to find one in favor of the proposed law. Further, Mr. Cole, remarked that he does not believe the majority of the farmers in the country will join the co-operative associations as proposed by the new law.

Feature of the Saturday morning session of the convention was the talk on "Recent Developments in Grain Grading", by Fred G. Smith, who is in charge of grain inspection efficiency for the U. S. Department of Agriculture. Speaking of the effect of the combine harvester on the moisture content of wheat, he said in part:

It is at least as likely that wheat will be delivered to the country elevators with as high a moisture content since the combine has come into use as before. Unfavorable harvesting conditions are liable to occur any time even in the southern portion of the Hard Winter wheat territory. Much can be accomplished by bringing about a better understanding among farmers of the necessity and reasons for harvesting grain when it is ripe and dry.

The speaker said that uniform and definite grades are essential because they help to assure a profit for grain dealers and keep farmers from harvesting wheat when it is out of condition. He gave the following warning on damp wheat: "The grain dealer should always keep in mind the fact that in accepting damp grain, or grain of otherwise low grade, and making it off with the grain of high grade, he is very likely to lower the grade or at least the price which is received for a certain percentage of his shipments."

Mr. Smith urged all country elevator men to equip themselves with grain grading equipment if possible. It is only when country shippers grade grain themselves, he said, that grain grading reaches the full extent of its usefulness and pays a profit both to the producer and elevator man. At least, a moisture tester, he declared, should be a part of every country elevator equipment.

The following officers were elected to administer the affairs of the Texas Grain Dealers Association for the coming term: president, L. C. McMurtry, first vice-president, Julius W. Jockusch, second vice-president; W. L. Newsom, secretary-treasurer, H. B. Dorsey; directors, A. E. Nelson, R. E. Wenland, and J. S. Criswell.

## OHIO GRAIN MEN TO HOLD GOLDEN ANNIVERSARY MEET

The "Golden Anniversary" meeting, fiftieth annual convention of the Ohio Grain Dealers Association, will be held at Cedar Point, Ohio, June 19 and 20 according to an announcement from the office of W. W. Cummings, secretary of the association. A. S. MacDonald of Boston, president of the Grain Dealers National Association, is to be one of the speakers on a noteworthy program.

Cedar Point, the scene of the convention, is one of the most beautiful spots on the Great Lakes. It is located between the waters of Lake Erie and those of Sandusky Bay. The sandy shoreline of the long, narrow point provides one of the finest bathing beaches to be found in the United States. The Breakers Hotel will be the headquarters of the convention, and with the beautiful setting which it provides, the Ohio convention can hardly fail to be one of the most successful which the grain men of that state have held in their 50 years of existence as an association.

## PACIFIC SEEDSMEN HAVE SUCCESSFUL MEET

The fourth annual convention of the Pacific States Seedsmen's Association was held at the Hotel Del Monte, Del Monte, Calif., May 21, 22, and 23. The attendance was the largest that has yet attended these gatherings. Nearly eighty members signed the roll on the opening day.

All the Pacific States from Arizona to British Columbia were represented. The attendance from Canada was a large and enthusiastic one. Albert M. Hand, vice-president of the Portland Seed Co. of Portland, Ore., headed the large aggregation of seedsmen from the Northwest, numbering close to thirty members.

Manfred Meyberg, president of the Germain Seed & Plant Company, Los Angeles, was elected president; Albert M. Hand, vice-president of the Portland Seed Company, Portland, Ore., was elected vice-president, and R. E. Mason of C. M. Volkman & Co., San Francisco, was re-elected secretary-treasurer. The following were elected directors for the ensuing year: Thomas M. Landrum of C. C. Morse & Co.; John J. Gallagher, Southern California Seed Company, Los Angeles; Ferris A. Manley, Capitol Feed & Fuel Company, Phoenix, Ariz., and Fred W. Nelson, Seattle.

## CONVENTION CALENDAR

June 17-18.—Montana Farmer Grain Dealers Association's third convention, at Havre, Mont.

June 19-20.—Ohio Grain Dealers Association convenes at Cedar Point.

June 20-22.—The Southern Seedsmen's Convention will be held in Chattanooga, Tenn.

June 21.—Indiana Grain Dealers at Indianapolis.

June 24-25.—The Farm Seed Trade Association meets at the Hotel Sherman in Chicago, Ill.

June 26-28.—Meeting of the American Seed Trade Association, Chicago, Ill.

July 8-10.—Thirty-sixth annual convention of the National Hay Association, Hotel Secor, Toledo, Ohio.

June 27-28.—Thirteenth annual convention, Eastern Federation of Feed Merchants, Alexandria Bay, N. Y.

October 14-16.—The Grain Dealers National Association convenes for the thirty-third time, Hotel Pere Marquette, Peoria, Ill.

October 14-16.—Annual meeting of the Chief Grain Inspectors National Association, Hotel Pere Marquette, Peoria, Ill.

October 14-16.—Terminal Grain Weighmasters Association's 1929 meeting, at the Hotel Pere Marquette, Peoria, Ill.

## RECENT HAINES FEED MIXER INSTALLATION

Installations of Haines Feed Mixers, built by the Grain Machinery Company of Marion, Ohio, have been made in the plants of the following companies, the No. 1 size being of 40-bushel capacity, and the No. 3 size of 80-bushel capacity:

Bauman Bros., Inc., Deland, Fla., No. 3 motor driven; Cramer Elevator, Wharton, Ohio, No. 1 belt driven; J. B. Medford, Henderson, Ind., No. 1 belt driven; Tipton Brothers, Lipan (Hood Co.), Texas, No. 3 belt driven; Gallia Produce Company, Gallipolis, Ohio, No. 3 belt driven; E. E. LeRoy, Hamilton, Illinois, No. 1 motor driven; Farmers Elevator & Exch. Co., Palmyra, Missouri, No. 3 motor driven; F. I. Williams & Son, N. Adams, Michigan, No. 3 motor driven; Hoosier Mineral Feed Co., Greenwood, Indiana, No. 3 motor driven; The Pickaway Grain Company, Pickaway, Ohio, No. 3 belt driven; Highland County Poultry Farm, Buford, Ohio, No. 1 motor driven; Clem Phlum, Osgood, Indiana, No. 1 belt driven; Archie Spurgin, Columbus, Indiana, No. 1 belt driven; California Malfeas Co., Dixon, California, No. 3 belt driven; Farmers Co-op. Assn., Humbolt, Iowa, No. 3 motor driven; Cologne Mill Company, Cologne, Minnesota, No. 3 motor driven; J. M. Stobbe, Berlin, Wisconsin, No. 3 motor driven; J. J. Gelsinger, Center Valley, Penna., No. 3 motor driven; Berea Milling Co., Berea, Ohio, No. 1 motor driven.



# FIELD SEEDS

IN THIS day when a champion has been found for nearly every form of activity ranging from hog calling to blindfold cigarette-testing, it seems in order to introduce at least one champion to the seed trade. Olney, Ill., has one who, according to all available records, is yet to be recognized. A. E. ("Art") Shultz, president of the Shultz Seed Company, is the man, and he's the world's champion buyer and seller of Redtop seed. Mr. Shultz has never been at great pains to proclaim his title, but there can be but little doubt as to the validity of it.

Olney is the capital of the Redtop country. For in the 14 counties surrounding it 95 per cent or more of the world's Redtop is grown. Since the Shultz Seed Company is by far the largest and oldest seed company in the vicinity, it is to be expected that the major proportion of the seed from this great Redtop crop reaches the bins of the Shultz Company. According to Art Shultz, son of the founder and present president of the company, one section of his plant is devoted entirely to the cleaning and handling of Redtop seed. The average production of this section of the plant borders on 1,000 bags a week, and at times there are as many as 12 European buyers at the Shultz Company offices buying Redtop seed for shipment to England, Scotland, Germany, and France.

Selling Redtop seed, however, by no means constitutes the total business of the Shultz Seed Com-

## Introducing the Redtop Champion of the World

a card each day on which they give the time of departure from the plant, the number of miles driven, the number of gallons of gasoline and oil used, the time of arrival at destination, the weight of the load, and a description of it. With this kind of information always available the company is able to determine just exactly what the status of its trucking operations is at all times.

All other departments are on a basis of efficiency equal to that of the hauling department. The seed cleaning plant is modern and complete. It involves the most efficient seed cleaning machinery which is on the market today, and also some special machines which have been developed by the Shultz Company. Every bushel of seed is thoroughly tested before it leaves the doors of

to work in the railroad construction gang at that place. Charles got a job as a water boy, and after a time a banker named Andrew Darling took notice of the sturdy German boy. He was attracted to him by his manly qualities, and hired him to work in an eating house which he owned. From this humble beginning began the career of Charles Shultz.

He left the eating house of Banker Darling to enter the grocery business, and when the Civil War came enlisted in the Thirty-eighth Illinois Regiment as a sutler. Mustered out of the army, he returned to Olney, and with his savings bought what is today the main business district of the town. More than 75 years ago, when Charles Shultz bought the property, it boasted only a small blacksmith shop. Today it is the site of the Shultz Department Store, a prosperous up-to-date retail institution housed in a modern two-story building adjacent to the plant of the Shultz Seed Company.

### FERTILIZER WASTED ON SEED CORN OF LOW QUALITY

Low yielding seed corn strains of poorly adapted varieties cannot be expected to use fertilizers efficiently, says R. M. Salter, head of the agronomy department at the Ohio experiment station. "It doesn't pay," he warns, "to feed high priced plant food to scrub corn any more than it does to feed high priced dairy feed to a scrub cow."

Last year 20 hybrid strains of corn were grown on four adjacent tracts of land in an experiment at Wooster, Ohio. The first of these tracts was given no soil treatment; the second received four tons of manure and 200 pounds of fertilizer; the third, eight tons of manure and 400 pounds of fertilizer; and the fourth, 16 tons of manure and 800 pounds of fertilizer per acre.

#### HYBRID YIELD VARIES

The average yields of dry corn for the 20 hybrids were 36 bushels on the first tract, 42 on the second, 53 on the third, and 58 on the fourth. But the differences in yields of strains were as great as those for the different soil treatments.

Some strains were found to be poor yielders at all levels of soil fertility. For example, one started at 27 bushels on the untreated tract and increased to 47 bushels with the best treatment.

Other strains were relatively good yielders at all fertility levels. One started at 44 bushels on the untreated land and went up to 71 bushels for the heaviest treatment.

#### POOR SHOWING ON GOOD SOIL

Some strains were fairly good on the poor soil but below the average on good soil. Still others were below the average on the poor soil and above on the good soil.

From these experiments and other observations, Mr. Salter concludes that some strains are better able than others to make efficient use of a large amount of plant food, and that the grower who is willing to make a liberal investment in soil fertility in an effort to produce a high yield of corn should be careful to select a strain that has demonstrated its capacity to produce high yields under such conditions.

### SEED NEWS FROM INDIANA

By W. B. CARLETON

The wholesale and retail seed dealers in Indiana say trade has held up very well this season in spite of the excessive rains and floods in the central and southern parts of the state during April and May. While corn planting in some sections has been greatly delayed, the usual acreage will be planted and it has been estimated that practically all the corn will be in by the middle of June. Prices have continued quite satisfactory. Most dealers say their spring and summer trade has shown a marked improvement over that of last year. In some counties of the state there has been a shortage of good seed corn. Farm agents have been assisting the farmers throughout the state in the testing of their seed corn with good results. The general trade and crop situation in the state is some better than that of last year.

In speaking the other day of the high water and floods along the Ohio, Wabash and White Rivers, Nelson E. Kelley, manager of the Mt. Vernon Milling Company at Mt. Vernon said that in his opinion there is only one salvation for the farmers in the flood-area of southern Indiana and that is the planting of Red Cob White corn. He said this corn can be planted as late in the season as June 20 and will be matured before frost. He has offered to assist

(Continued on Page 754)



PLANT OF THE SHULTZ SEED COMPANY SHOWING A GROUP OF EMPLOYEES AND THREE INTERNATIONAL TRUCKS

pany. This year is the sixty-second anniversary of the company, and it is a growing, modern, and profit-making concern. Not only does the company enjoy a fine retail business in Olney itself, but also, it conducts a mail order seed business on a rather large scale.

The picture on this page gives a good idea of the size of the company. It shows the long two-story red brick building which covers nearly a half city block and houses the plant and offices. In the group are 17 members of the company's office and factory forces. They stand in front of the fleet of three International Harvester Company Trucks which take care of the hauling operations of the company.

An interesting index to the efficient methods which characterize all of the operations of the Shultz Company may be found in the manner in which they operate this fleet of three Internationals. Two of the trucks are of one and a half ton capacity and the third is a two ton truck. They are used in delivering seed and feed within a radius of 50 miles of Olney and for general hauling. Each truck runs on an average 100 miles a day over concrete highways delivering the company's Tip Top seed to dealers. The trucks are loaded and run on schedule and are always loaded twice their rated capacity when they leave the plant. As yet not one of these International Trucks has ever broken an axle or a spring. This is a rather unusual record of service when the fact that for at least eight months of the year part of the truck routes are clay roads, is considered.

The drivers of the trucks are all mechanics themselves and when repairs are necessary the drivers make them in the company's own service station. Each driver has his own truck for which he is responsible. Drivers are required to fill out

the plant and an efficient and completely equipped seed testing laboratory under the direction of Miss Hazel Long, seed analyst, is maintained for this purpose.

For handling the mail order business of the company there is a large office force and a shipping staff. Correspondence is handled quickly and accurately, and orders dispatched without delay. One whole room containing many tiers of filing cabinets is required for cataloging the company's great volume of correspondence.

A unique feature of the Shultz service to its customers is the department maintained under the direction of Frank T. Smith. Mr. Smith is an expert seed man and crop specialist. His duties consist in advising the company's customers on their crop problems. He lays out crop rotation schedules, indicates special crops best adapted to particular sections, and gives other crop and soil information of equal value to the farmer.

The growth and prosperity of the Shultz Seed Company are directly the results of the genius, foresight, and business acumen of its founder, Charles Shultz, father of the company's present head. His life story is one of indomitable courage in the face of difficulties that might have overwhelmed a man of less calibre. Seventy-nine years ago he departed from Germany with his ageing father and mother to come to America. After two months spent on a sailing ship the family arrived at New Orleans. Their destination was Illinois, but the ocean trip proved too great a strain for the old father and he sickened and died at Memphis. In a strange country, the mother with her three boys and one girl proceeded bravely up the river to Evansville, and from there after a time to West Salem, Ill. The following year Charles Shultz and one of his brothers went to Olney, Ill.,





# ELEVATOR AND GRAIN NEWS

**OHIO AND MICHIGAN**

Owen Gross is installing a cleaner in his elevator at Carlisle (Charlotte p. o.), Mich.

David Kester has bought the M. J. Runner elevator at Delisle (Arcanum p. o.), Ohio.

John Andres is erecting a concrete grain storage building opposite his mill at Batavia, Ohio.

The Granville (Ohio) Co-operative Company has leased the Granville Elevator & Milling Company's elevator.

J. R. Helman of Bloomer, Ohio, has purchased the Loxley elevator at Bradford which he is now operating.

The Farmers Exchange has installed a large size Rosco Oats Huller in its west side plant at Greenville, Ohio.

G. I. Strachan & Son have installed two cleaners, electric motors and new legs in their elevator at Muir, Mich.

The Lisbon (Ohio) Milling Company has bought the 20,000-bushel line elevator formerly operated by C. W. Coffee & Co.

The Elba (Mich.) elevator, formerly owned by John Smith, has been purchased by Frank Bennisson and Myer Schiller.

The Ovid (Mich.) Roller Mills is installing a ball-bearing sheller and protecting its elevator and mill with lightning rods.

A. V. McClure is operating the 18,000-bushel elevator at Eldorado, Ohio, formerly operated by the late A. W. S. Locke.

The Buckland (Ohio) Farmers Exchange Company has re-organized and changed its name to the Buckley Co-operative Company.

The Burroughs-Wolohan Elevator Company has installed copper cable lightning rods on its elevator and warehouses at Davison, Mich.

The Farmers Supply Company of Tacoma, Ohio, now own the Crescent Feed & Elevator Company at Barnesville, which they will operate.

The Farmers Co-operative Company is moving its north side elevator to its new site at Defiance, Ohio. A modern feed grinder will be installed.

The Portland (Mich.) Farmers Elevator Company, which sold out to the Portland Farm Bureau in 1921, has filed a bill for dissolution of its corporation.

The Copeley (Ohio) Milling & Supply Company has been incorporated with a capital stock of \$50,000 to conduct a general grain business and operate a mill.

George O'Brien & Sons are building concrete storage tanks of 30,000 bushels capacity and are installing new elevator equipment in their plant at Greenville, Ohio.

The Monroeville (Ohio) Co-operative Grain Company has installed a 20-ton ball-bearing truck scale, and has relocated and extended its sidetrack to serve its new warehouse.

Andrew Alexander, junior member of the firm of Alexander Bros. operating at Osgood, Ohio, is now sole owner of the company. He will operate under the same name as heretofore.

The Williamstown (Ohio) Exchange has replaced with electric power the gasoline engine in the plant which it acquired a year ago and has moved the buildings together in one unit.

The Hocking Valley and the Chesapeake & Ohio railroads plan to spend \$6,000,000 in building a large grain, coal and ore terminal on Presque Isle in Maumee Bay near Toledo, Ohio. Work is reported to be under way.

The Bangor (Mich.) Co-operative Elevator Association has closed its elevator, and the property has been turned over to a trust officer. Creditors will be paid out of the assets when secured indebtedness and cost of liquidation have been paid.

The New Washington (Ohio) Equity Exchange Company has refinanced and organized a new company which will be known as the New Washington Equity Company. The officers of the old company have become officers of the new concern.

The Bad Axe (Mich.) Grain Company is protecting with lightning rods its properties at the following places: Bean elevator and grain elevator and general warehouse at Bad Axe; elevator and hay warehouses at Minden City; elevators at Applegate, Fillon, Harbor Beach, McGregor, Torson-

ville, Port Austin, Ruth, Six Lakes, Ubly, and the new elevator which is being completed at Kinde.

Frank E. and C. F. Taplin will build a large transfer elevator at Huron, Ohio, 10 miles east of Sandusky, it is reported, if the lakes-to-sea line, the proposed fifth eastern trunk line railroad, is approved by the Interstate Commerce Commission.

Construction work will start soon on a 2,000,000-bushel concrete grain elevator at Port Huron, Mich., Sir Henry Thornton, president of the Canadian National Railways announces. It will occupy a site in the vicinity of the old Grand Trunk elevator which was destroyed by fire.

The elevator at Chillicothe, Ohio, formerly operated as the Ross County Farmers Exchange has been under the management of the Ohio Farm Bureau Corporation since June 1, as voted by the stockholders of the former company. The elevator will be known as the Chillicothe Branch of the Ohio Farm Bureau Corporation of Columbus, Ohio. The Columbus office will handle all purchasing of supplies and merchandising of grain. The Ohio Farm Bureau Corporation also owns elevators at Eaton and Belleville.

**EASTERN**

The Export Elevator Company of Buffalo, N. Y., has filed articles of dissolution.

The Superior Elevator Company at Buffalo, N. Y., has been acquired by the Superior Forwarding Company. James E. MacKerracher has been appointed general manager.

The C. W. Campbell Groton (Conn.) Company has been incorporated with a capital of \$50,000 to deal in grain, feed, etc. Incorporators are H. C. Perry and others of Westerly, R. I.

The Eastern Grain Elevator Corporation has acquired the 3,000,000-bushel Hecker elevator at Buffalo, N. Y., which it will operate. Charles H. Williamson will continue as superintendent.

The Milford (Mass.) Grain Company has bought the grain business of James Lally. This additional business will be handled from the grist mill, formerly owned by Mr. Lally, and from the yard of the Milford Coal Company.

Work will start shortly on the erection of a 200,000-bushel grain elevator at Buffalo, N. Y., for the Quisenberry Feed Manufacturing Company. A mill unit of three buildings will also be constructed.

**WESTERN**

Additional storage is contemplated by the Cascade (Mont.) Milling & Elevator Company.

The Idaho Bean & Elevator Company has purchased the David Johnson elevator at Basin, Wyoming.

The Montana Elevator Company is overhauling its elevator at Kolin and covering it with iron siding.

R. A. and T. E. Miller have taken over the elevator of the Strasburg (Colo.) Co-operative Company.

Vollmer & Clearwater Company is remodeling its warehouse at Grangeville, Idaho, to handle bulk grain.

An air compressor has been installed in the plant of the Swenson Tooker Grain Company at Burlington, Colo.

The Vollmer-Clearwater Company is remodeling its warehouse at Camas, Idaho, to handle bulk grain.

The Farmers Union is building a 125,000-bushel elevator at Genesee, Idaho, which will be completed the latter part of July. The structure will cost about \$45,000.

The Ft. Morgan (Colo.) Bean & Grain Company has taken over the plant of the Logan County Milling & Elevator Company which it will use for warehouse purposes.

The plant of the Deer Trail (Colo.) Farmers Elevator Company has been sold to Fred Mosher of Rexford, Kan. He has also purchased the elevator of the same company at Peoria, Colo.

The Occident Elevator Company of Minneapolis, Minn., is erecting at Hegeland, Mont., (on the Saco branch of the Great Northern Railroad), a 35,000-bushel elevator, a flour house, coal shed and agent's cottage. The elevator will have 16 bins and will be

equipped with roller bearings, one stand of legs, truck dump, air lift, etc., and will be operated by a gasoline engine.

The F. S. Curl and the L. L. Rogers elevators at Adams, Ore., are having additions of 30,000 bushels each made which will increase their capacity respectively to about 100,000 bushels each.

The new warehouse and bean mill which are being built at Billings, Mont., by J. Carter Johnson, will be completed July 15. The new structure will cost \$5,000 and will have a capacity of 90 carloads.

Munson & Smith operating as bean dealers for the past four years at Hansen and Kimberly, Idaho, have dissolved partnership. Mr. Smith will continue the business at Hansen, and Mr. Munson will operate at Kimberly.

A 400,000-bushel reinforced concrete grain elevator will be built at Harlowton, Mont., for the Montana Flour Company. It will cost \$75,000. Work is to start June 15. The house will consist of 12 large grain tanks and five interstice bins for storage.

R. P. Darnielle, formerly of Goldendale, and N. J. Blydenstein of Portland, have leased The Dalles (Ore.) Co-operative Union elevator and are building a two-story warehouse 40 by 44 feet. Sacked grain will be stored on the second floor, and the first floor will be used as a salesroom.

The McClarin Grain Company, formerly McClarin & Hart, has started construction of a 30,000-bushel grain elevator at Winchester, Idaho. The elevator will be built on the site of the Winchester warehouse and will serve the territory formerly cared for by the elevator at Catholic Spur which burned recently.

**SOUTHERN AND SOUTHWESTERN**

The Chapman Milling Company is building a steel elevator at Gruver (Spearman p. o.), Texas.

The Guymon (Okla.) Equity Exchange plans the erection of a \$25,000 grain elevator.

The Glendale (Ky.) Mill & Elevator has been sold to John B. Lawlor of Louisville.

A new elevator is being built at Kildare, Okla., by the Farmers Co-operative Supply Company.

The Adrian (Texas) Elevator Company has been incorporated with a capital stock of \$6,000.

The Wheeler Grain Company has installed an air blast grain cleaner in its elevator at Bessie, Okla.

An electric motor has been installed in the plant of the Ferryton Equity Exchange at Farnsworth, Texas.

The Ruhmann Grain & Fuel Company of Waco, Texas, has increased its capital stock from \$85,000 to \$100,000.

The Farmers Elevator Company is building at White Deer, Texas, an additional elevator of 10,000-bushels capacity.

Ballard & Ballard Company, elevator operators at Louisville, Ky., has increased its stock to \$2,300,000.

The Wheeler Grain Company has installed a grain cleaner and dust collector in its elevator at Weatherford, Okla.

The Wheat Growers Association is planning the erection of a 50,000-bushel elevator at Texhoma, Okla., it is reported.

The Bowersock Mill & Power Company has sold its elevator at Cherokee, Okla., to Brakey & Mock, grain and feed dealers.

A site has been selected for a Farmers Elevator at Beaver, Okla., and a large part of the money has been raised, it is said.

The Yukon (Okla.) Mill & Grain Company has finished installing its third 600-horsepower Fairbanks Morse Diesel Engine.

The Blackwell (Okla.) Mill & Elevator Company has contracted with the city of Blackwell for electric current to operate its plant.

The McClellan Grain Company is building an elevator at Morris (Luther p. o.) Texas. It is also building a 25,000-bushel studded elevator at Bernstein (not p. o.).

The three railroads which own the property of the Texas City (Texas) Terminal Company are considering plans for increasing the capacity of their elevator from 500,000 to 1,000,000 bushels.



New machinery is being installed and a new conveyor is being erected to accommodate more ships loading at a given time.

The Star Mill & Elevator Company plans to build at Hennessey, Okla., a 100,000-bushel concrete storage elevator, this fall.

The Oklahoma Wheat Growers Association has bought the elevator of the Farmers Equity Exchange at Floris (Forgan p. o.) Okla.

The Harrington Grain Company is opening a grain business at Forgan, Okla. It plans to start construction of an elevator by August.

Hitchland, Texas, a new town on the Texas-Oklahoma state line, is the site of three new grain elevators which are in process of construction.

The Farmers Union Co-operative Exchange is installing a new truck and wagon scale in its elevator at Piper Spur (Okeene p. o.) Okla.

A 25,000-bushel storage elevator will be erected at Kingfisher, Okla., by the Burrus Mill & Elevator Company. The old elevator has been torn down.

The Farmers Grain Company, recently incorporated with a capital stock of \$10,000, will build an elevator at Floydada, Texas, to handle the coming crop.

The S. E. Cone Grain & Seed Company of Lubbock, Texas, is building an elevator of 10,000 bushels capacity at Anton. Electric power will be used.

The Kimmel-Brown Grain Company will add new storage capacity to the C. B. Cozart, Inc., elevator at Huttoon (Booker p. o.) Texas, which it recently purchased.

A head drive, high speed buckets and a 10-bushel automatic scale are being added to the equipment of the R. L. McClellan Grain Company at Spearman, Texas.

The Arcoma Grain Corporation of Fort Smith, Ark., plans the erection of a grain elevator, approximating \$3,000, at Stigler, Okla. A corn sheller will be installed.

The elevator of G. G. Black & Son at Enid, Okla., is being remodeled; a truck dump is being installed, and the house is being re-roofed and the sides corrugated.

An elevator is being erected at Adams, Texas, (a new town on the Rock Island extension from Liberal, Kan., to Texas) by the Light Mill & Grain Company of Liberal.

C. L. Shaw of Dallas, Texas, has bought the property of the Niles City (Fort Worth p. o.) Public Elevator & Commission Company for a consideration of \$25,000.

The Farmers Elevator Company, which is building a new elevator at Rosston, Okla., as previously mentioned, is installing a drive with 10-horsepower motor, also a new 10-bushel scale.

The Toles Grain Company is remodeling its elevator at Happy, Texas, and installing modern machinery which will double its present loading capacity to 2,000 bushels per hour.

The Farmers Elevator Company of Runningwater, Texas, has been incorporated with a capital stock of \$10,000. L. J. Halbert, Charles A. Malone, and W. W. Edmondson are the incorporators.

The Pool Elevator Corporation, a subsidiary of the Oklahoma Wheat Growers Association, plans to take over the F. W. Benson elevator at Ingersoll, and the Farmers Elevator Company at Cherokee, Okla.

The partnership of H. P. Parsons and W. H. Lewis in the Parsons-Lewis Grain Company, recently organized at Amarillo, Texas, has been dissolved and Mr. Lewis has assumed the firm's obligations.

The Farmers Grain & Supply Company has let contract and work has been started on a 15,000-bushel elevator at Follett, Texas. The addition will increase the company's capacity to 30,000 bushels daily.

Charles Ludwick has sold his interest in the firm of Burquot & Ludwick at Woodward, Okla., to his partner, L. E. Burquot. Mr. Ludwick is retiring from the partnership formed more than 25 years ago, because of ill health.

The elevator of the Dixie Grain Company at Miami, Okla., has been sold to the Stauffer-Cammack Grain Company of Columbus, Kan. The latter company operates at Columbus, Baxter Springs, Picher and Miami.

A 15,000-bushel studded and iron-clad elevator is being built at Byron, Okla. by the Alfalfa County Farmers Elevator Association. It will be fitted with ball bearings. The house will be leased by the Oklahoma Wheat Growers Association.

Carter-Stone, Inc., is building a new 25,000-bushel studded and iron-clad elevator at Bhulkeyville (55 miles west of Amarillo on Rock Island Railway). The house will be equipped with modern machinery and ball bearings throughout. A side track is being built to serve the elevator.

The Arkoma Grain Company has been incorporated, with a capital stock of \$100,000, General

headquarters will be at Fort Smith, Ark. The new firm will take over the properties of the Wenderoth Grain Company at Fort Smith, and the Adair County Mill & Elevator Company at Stilwell, and Sallisaw, Okla. It plans the erection of five additional grain elevators in eastern Oklahoma within the next few months, it is reported. Collier Wenderoth is president.

## INDIANA

The Wolcott (Ind.) Grain Company recently installed an oat huller.

The W. C. Babcock Grain Company is building an elevator at Pleasant Ridge (Rensselaer p. o.).

The Muff Grain & Coal Company has purchased the H. C. Sharp Elevator & Coal Yard at Liberty.

The Morrison & Thompson Company is replacing its steam plant with an oil motor in its elevator at Vermont.

Contract has been let for the construction of the two-story Maunee concrete storage warehouse at Owensville.

The Fowler (Ind.) Grain Dealers have changed their capital stock from 2,060 shares at \$100 a share to 10,000 shares no par value.

The Culver (Ind.) Coal & Grain Company, conducted by Lloyd Hawkins for the past 16 years, has been sold to Harry Medbourn.

A grain and feed storage building 24 by 46 feet, constructed of concrete and brick, will be built by the Daviess County Farm Bureau at Washington.

The Mishawaka, (Ind.) Grain & Coal Company has been incorporated for \$10,000 to buy and lease lands and build thereon buildings for receiving, warehousing and delivering grain.

The Fuhrer-Ford Milling Company is making plans for the rebuilding of its elevator and buying station on the Uniontown road, six miles from Mt. Vernon, which was recently burned. The new buildings will cost approximately \$20,000.

The Hamlet (Ind.) Grain & Feed Company has been incorporated with a capital of \$25,000 to operate grain elevators and buy and sell grain, feed, seeds, etc. Incorporators are: Charles M. Patty, Maria E. Patty, and Charles E. Patty, Jr.

The Max (Lebanon, Ind., p. o.) Grain Company and the Advance (Ind.) Grain Company have consolidated and will operate from the Advance plant for the present. The Max elevator will be re-opened when conditions justify it, reports Vern Faulkinbury, one of the owners. Roy Ailes, also owner, will manage the Advance plant with Mr. Faulkinbury. The elevator is being overhauled and improvements made to accommodate the consolidation.

## ILLINOIS

T. H. Vaughn has bought the Paul Kuhn elevator at Montrose.

The Block Grain Company has discontinued business at Peoria.

W. J. McCarthy is installing a truck lift in his elevator at Rock Falls.

The Lowder (Ill.) Elevator Company is installing a 15-ton Fairbanks Scale.

The elevator of the William Daugherty Estate at Gladstone has been leased to O. O. Ogle.

W. F. Allison is operating an elevator at Mason City, under the name of W. F. Allison & Son.

The Colmar Farmers Elevator Company of Rushville is dissolving and surrendering its charter.

John DeBarr has bought the elevator of the Holcomb-Dutton Lumber Company at Colvin Park (Kingston p. o.)

The Farmers Grain Company is covering its elevators and annex at Weston with corrugated iron.

The Hillsdale (Ill.) Co-operative Elevator Company has built a new lumber shed, 30 by 100 feet.

The Farmers Elevator Company has installed a new 15-horse-power motor in its elevator at Cayuga.

The Farmers Grain & Coal Company has purchased the McCreery & McNeil Elevator at Mason City.

The Clifton (Ill.) Grain Company is doubling the capacity of its elevator and equipping its leg with an electric motor.

A large elevator and corn crib are being built at Carmi by the White County Milling Company on the site of its old mill.

The grain elevator at Flithian, formerly owned by the late U. S. Thompson, has been leased by James Phillips of Mayview.

The Farmers Grain Company is installing a 10-ton Fairbanks Morse Truck Scale in its plant at Whitaker (Peotone p. o.).

The new 65,000-bushel reinforced concrete elevator which has been completed for the Savoy (Ill.) Grain & Coal Company, is operated by electric power.

Stockholders of the Farmers Elevator at Littleton are to vote June 15 on whether or not the house is to be sold. With the completion of the new hard road, between Littleton and Brooklyn, it

is likely that the M. I. & L. Railroad will cease operations, which would make the elevator difficult to handle except as a storage proposition, says H. G. Corrie, secretary.

The Farmers Elevator Company of Bushnell is building six new cribbed bins of 7,500 bushels storage capacity, and is improving its elevator to the extent of \$5,000.

The Farmers Elevator Company at Arthur, has been incorporated with a capital of \$40,000. Incorporators are Henry Jurgene, John H. Hansen, and Lloyd Aschermann.

The Blue Mound (Ill.) Grain Company has been incorporated with a capital of \$10,000 to deal in grain and feed. Incorporators are C. T. Moore, Earl Crow and D. H. Davidson.

The Federal Grain Elevators, Inc., are improving their plants at Mendota and Mineral by overhauling the machinery and waterproofing the pits. General repair work is also being done.

The Cullom (Ill.) Co-operative Grain Company has recently improved its elevator with electric wiring throughout and has installed new motors. New truck dumps have also been added to the equipment.

The Arnold (Ill.) Farmers Elevator Company is building a new elevator to replace the one which burned. It will be ready in time for the new crop and will be equipped with a sheller, cleaner, and roller bearing equipment.

The plant of the American Commercial Alcohol Corporation (formerly the American Distilling Company) at Pekin, which was struck by lightning, is being rebuilt. The capacity of the main plant and of the feed house will be increased to the extent of about \$100,000. The whole plant will be electrified.

A \$100,000 industry, known as the Shellabarger Grain Products Company, is to be established at Decatur on the railroad belt line soon to be laid in the northeastern part of that city. The principals are W. L. Shellabarger, Carlos E. Lyons, Frank E. Post, and D. S. Shellabarger. A modern, concrete elevator and a six-story concrete mill building, to be used principally for the milling of soya beans, will be built. The Shellabarger family established a mill in Decatur as early as 1847 and continued the milling business there until the fire in 1923.

## THE DAKOTAS

The Bokovey Grain Company has remodeled its office at Kief, N. D.

The Aurora (S. D.) Grain Company has rewired its plant for power and light.

A 25,000-bushel elevator is to be built at Wall, S. D., by the Tri-State Milling Company.

A 10-ton scale and dump are being installed in the house of the Estee Elevator Company at Hecla, S. D.

A. A. Wolman & Sons have equipped their elevator at Menno, S. D., with a new truck scale and dump.

The Winters-Truesdell-Diercks Company has repaired its elevators at Brantford, Balta, Penn, and Calvin, N. D.

The Farmers Grain Company is installing a new leg and ball-bearing equipment in its plant at Fessenden, N. D.

A four-way double distributor has been added to the plant of the Farmers Elevator Company at Noonan, N. D.

The Tri-State Milling Company has let contract for the erection of a 25,000-bushel elevator at Belle Fourche, S. D.

The Farmers Elevator Company has taken over the elevator at Hastings, N. D., formerly operated by S. E. Olson.

Ten-ton truck scales have been installed by the Shanard Elevator Company in its plants at Kaylor and Freeman, S. D.

The Atlas Elevator Company has equipped its elevators at Miller and Ree Heights, S. D., with 10-ton, 16 by 8-foot scales.

The Brown County Farmers Elevator Company has repaired its elevator at Claremont, S. D., and has installed a double distributor.

Four new bins are being added to the elevator of the Barton (N. D.) Independent Elevator Company. The house is also being repaired.

George P. Sexauer & Son have let contract for the erection of a 15,000-bushel elevator to adjoin their present house at Cottonwood, S. D.

The South Dakota Wheat Growers Association has completed negotiations for the purchase of the Johnson Elevator at Andover, S. D.

The Co-operative Equity Exchange has added to the equipment of its elevators at Regent, N. D., new 10-ton Fairbanks-Morse Dump Scales.

The old grain elevator at Madison, S. D., closed since 1912, is being torn down by R. J. Wilson, owner, and the lumber and machinery moved to Chester, where it will be rebuilt. The old Jones elevator is also being wrecked, and the site which it



occupies has been leased by the Ketchum Grain & Fuel Company.

The Wilton (N. D.) Elevator Company has let contract for a 35,000-bushel iron-clad elevator. A three-room office building will also be constructed.

An elevator of 30,000-bushels capacity will be erected at Alkabo, N. D., by the Farmers Elevator Company to replace its house which recently burned.

S. J. Provan of Amenia, Walter Reed of Fargo, and J. C. Miller of Page, N. D., have installed smut-treating machines in their elevators at these points, it is reported.

The Farmers Elevator Company has taken over the Shanard elevator at Emory, S. D., which it has been operating since May 1. Seth Stolz is the new manager.

The Farmers Elevator at Newark, S. D., which has been in a receiver's hands for some time, has been sold to Frank Farrar, John and W. Hisen-weber and F. Russell.

The Baltic (S. D.) Farmers Elevator Company has rewired its two houses for light and power in accordance with fire prevention rules. All wires have been placed in conduits.

F. P. Creaser & Sons have rewired their elevators at Watertown and Kranzburg S. D., to conform to fire prevention rules. A new corn cracker has been installed in the plant at Watertown.

A feed and seed storage building, 20 by 50 feet, has been built at Buffalo Gap, S. D., by the Black Hills Grain & Seed Company. Motors of 25, five and three horsepower will be installed this summer.

Improvements contemplated by the Farmers Elevator Company in its plant at Greene, N. D., include general overhauling of the elevator, dividing of bins, and installation of a double distributor.

The Atlantic Elevator Company at Alkabo, N. D., is moving the elevator of the Kellogg Commission Company to its own foundation. The elevator of the former company recently burned to the ground.

The Andrews Grain Company is building a new elevator at Sykeston, N. D., which will have 18 bins and be iron-clad. Included in the equipment are automatic scale, a 10-ton Fairbanks-Morse Scale and a dump.

The Minnekota Elevator Company plans to rebuild at once a 30,000-bushel elevator at Calio, N. D., to replace its house which recently burned. It will have 18 bins and will be iron-clad and have motor power throughout.

Work is to start June 15 on the construction of a new 40,000-bushel elevator at Linton, N. D., for the Farmers Elevator Company. The building will adjoin its present elevator. It is scheduled for completion by August 1.

A new elevator of 45,000-bushels capacity will replace the burned house of the Farmers Co-operative Association at Cleveland, N. D. Contract has also been let for a large office. The elevator will have 20 bins and will be iron-clad.

George P. Sexauer & Son have let contract for the erection of a 30,000-bushel iron-clad elevator at Gorman, S. D. A warehouse and coal sheds will also be built. The house will be equipped with one leg and will be operated by a 10-horsepower engine.

The Potter-Garrick Company has recently added to its line of grain elevators the house of the Wakpala (S. D.) Grain Company and the house of the Aurora (S. D.) Farmers Elevator Company. The Potter-Garrick Company will consolidate the elevator at Aurora with the one which it has operated there for 14 years.

## IOWA

Schissel & Son have iron-clad their elevator at Lakota.

The Farmers Elevator Company has remodeled its house at Matlock.

Wernimount Bros. have installed an oat huller in their plant at Auburn.

The Norway (Iowa) Grain Company plans to build a new warehouse.

R. E. Mangan has protected his elevator at Chatsworth with lightning rods.

The De Vries Elevator Company has installed an oat huller in its plant at Sanborn.

Paul Peterson has equipped his elevator at Montezuma with a corn grader and finisher.

George Moulton has covered his elevator at Cora (Stratford p. o.), with galvanized iron.

J. B. Zuck is operating the elevator at Hamburg which he recently purchased from F. Sullivan.

The S. G. S. Grain & Livestock Company has installed a 10-ton scale in its plant at Dysert.

E. E. Wentz has remodeled his elevator at Lanesboro and has installed a 10-bushel automatic scale.

Recent improvements made at the plant of the Farmers Elevator Company at Slifer consist of remodeling of the elevator and building a new

foundation under it, iron-cladding it, and installing roller bearings on the head pulley shaft.

An all-steel truck lift and steel grate have been added to the Farmers Elevator Company at Earlham.

Because of lack of business, C. A. Pfund has closed the elevator at Pomeroy, which he was operating.

The Hedges Grain & Coal Company has remodeled its plant at Mt. Vernon and has installed an oat huller.

New five-ply leg belt and cups were recently installed in the elevator of James Fender & Sons at Carson.

New rope transmission has been added to the equipment of the Farmers Elevator Company at Archer.

The Farmers Elevator Company has installed new roller bearings and new leg belts in its house at Buckeye.

The Farmers Elevator Company of Mondamin plans the installation of a corn sheller in time for the next crop.

Denniston & Partridge, grain dealers, have installed a new 20-ton Fairbanks Morse Scale in their plant at Perry.

A 30,000-bushel iron-clad annex will be built by the Quaker Oats Company adjoining its present house at Rodman.

The Farmers Elevator Company has installed a five-horsepower motor to operate the receiving leg in its elevator at Laurens.

Stockdale & Maack are overhauling their elevator at Walcott, and are installing truck lifts and roller bearings on all main shafts.

A 20-ton Fairbanks Scale with concrete deck has been installed in the plant of the Farmers Elevator Company at Panama.

J. T. McNally is replacing the old 10-horsepower motor in the cupola of his elevator at Victor with a new 7½-horsepower motor.

With the building of six new tanks at Des Moines, the Inland Milling Company has increased its storage capacity to 300,000 bushels.

E. J. Bruntlett will build a 15,000-bushel elevator at Gowrie. The old Bruntlett elevator, which is being razed, was built 47 years ago.

The Farmers Elevator Company has installed a 15-ton Fairbanks Scale in its plant at Arcadia. The office has also been improved.

The Farmers Elevator Company is building at Clear Lake, Iowa, a 20 by 28 foot warehouse for tankage and feeds. It will be iron-clad.

The Farmers Elevator Company is making general repairs on its elevator at Hobarton (Algona p. o.) and is installing head drives and other equipment.

G. Jellum has sold the J. P. Bowen mill and elevator which he has been operating at Delta since the first of the year, to R. Seimens of Osage.

The Dawson Grain Company has overhauled its elevator at Neola. The house has also been re-roofed and covered with sheet metal siding.

The Victoria Elevator Company has installed a conveyor to connect its 350,000-bushel elevator and its concrete and steel elevator at Davenport.

The Farmers Elevator is building a new addition to its plant at Plymouth, and installing an 18-horsepower engine in its feed grinding department.

The Phelps Grain Company, at Lost Nation, formerly owned and operated by J. H. Phelps & Son, has been sold to the Farmers Elevator Company.

Contract has been let by the Quaker Oats Company for the erection of a 40,000-bushel, iron-clad elevator at Beaver. The new annex will adjoin the present house.

Recent installations in the plant of the Farmers Elevator Company at Garden City include a 10-bushel automatic scale, head drive, truck lift, steel grate and new leg.

The old Williams elevator built at Grinnell in the '70's, is being torn down by David E. Talbor and Eldon J. Olds, new owners of the Wilson Coal & Grain Company.

T. F. O'Connell has sold his elevator at Ida Grove to C. C. Crawford. The ground has been taken by the Atlantic & Pacific Tea Company who will erect a creamery on it.

Improvements, costing approximately \$2,500, are being made at the Alta (Iowa) plant of the Farmers Elevator Company. A 15-ton truck scale and two truck dumps have been installed.

Improvements being made in the plant of the Farmers Elevator Company at Wesley consist of the installation of a 15-ton truck scale, power motors in both elevators, enlarging of elevator grain legs, and other conveniences for speed and efficiency.

The two elevators and feed and seed business at Clarence, formerly owned by the Wilder-Murrell Grain Company of Cedar Rapids, have been taken over by the Farmers Supply Company, of which

John Nie is manager. The enlarged business, valued at \$100,000, will be conducted as the Clarence Co-operative Company, of which Earl Elijah is president, J. R. Claney, vice-president, Harry Freeman, secretary, and John Greig, treasurer.

The Rodney Grain Company, composed of Clarence and Marion Nickolaissen, which has been operating the elevators at Ticonic and Rodney, have dissolved partnership. Clarence Nickolaissen will operate the elevator at Rodney as the C. C. Nickolaissen Grain Company, and Marion Nickolaissen will conduct the elevator at Rodney.

## MINNESOTA AND WISCONSIN

The Farmers Exchange has built an addition to its warehouse at South Haven, Minn.

George Musser has leased the Farmers Elevator at Alpha, Minn., which he is now operating.

The Farmers Elevator Company has installed a manlift in its elevator at Fulda, Minn., and has also made extensive repairs.

The elevator at Willmar, Minn., formerly operated by N. O. Nelson, is now operated by the Willmar Grain Company.

The Farmers Union is erecting a grain elevator and also building a 30 by 34 foot addition to its plant at Lancaster, Wis.

The elevator at Sauk Center, Minn., formerly operated by Charles Eyer, has been taken over by the Harland Flour & Feed Company.

An elevator and a warehouse addition are being erected at Fennimore, Wis., by the Farmers Union. The building will be 30 by 34 feet.

The Archer Daniels Midland Company will erect at Superior, Wis., a 1,500,000-bushel grain elevator, equipped with a cleaning plant.

William Jensen has bought the plant of the Equity Elevator Company at Browns Valley, Minn. Consideration is reported as \$5,000 cash.

The Farmers Co-operative Company is improving its plant at Sanborn, Minn., with the installation of two legs, an automatic scale, and a boot tank.

The Green Bay (Wis.) Electric Company has been organized to deal in grain, hay and feed. It is capitalized at \$35,000. Organizers are G. L. and V. D. Hendrie, and R. C. Welsh.

Recent installations made by the Red River Elevator Company in its plant at Sabin, Minn., include a head drive, a Fairbanks-Morse Completely Enclosed Self-ventilated Motor, and other improvements.

A grain elevator and storage warehouse will be erected at Grand Rapids, Minn., by the Unity Mill Service Company of Minneapolis, Minn. The building will be 40 by 100 feet and have a capacity of 10,000 bushels. The unit will also include a flour and feed mill.

## MISSOURI, KANSAS AND NEBRASKA

John De Bolt is considering building an elevator at Wakeeney, Kan.

Otto Bunch has bought the Geuda Grain Company's elevator at Geuda Springs, Kan.

A. H. Hughes is installing bearings throughout his two elevators at Charleston, Kan.

The Shannon Grain Company is repairing and remodeling its elevator at Palisade, Neb.

The Barstow Grain Company has installed a flax cleaner in its elevator at Gordon, Neb.

The Shannon Grain Company has bought the plant of the Farmers Union at Lavant, Kan.

The Flanley Grain Company is installing a dust collecting system in its plant at Omaha, Neb.

F. H. McCarthey and A. F. Strum have sold their elevators at Union, Neb., to George A. Stites.

The Brock Grain Company is installing individual electric motors in its elevator at Buffalo, Kan.

A 10-ton truck scale has been added to the equipment of the Exeter (Neb.) Elevator Company.

The Butler-Welch Grain Company is installing 18 Tex-Rope Drives in its plant at Nebraska City, Neb.

O. M. Blevins has leased the Farmers Grain Company's elevator at Foley (David City p. o.) Neb.

The Shannon Grain Company is installing a truck scale and dump in its elevator at Glenvil, Neb.

L. A. Adler is adding to his equipment at Goddard, Kan., a 15-ton recording scale with weightograph.

Two ball-bearing distributors have been installed in the elevator of the Farmers Lumber Company at Cook, Neb.

Additional storage of 1,000,000 bushels will be built at St. Joseph, Mo., for the Commander-Larabee Corporation.

The Union Mercantile Company is making several improvements on its 20,000-bushel steel elevator at Grinnell, Kan., including the raising of the cupola seven feet, installing of a new leg of



1,800-bushels hourly capacity, automatic scale, steel loading end spout, etc.

The Kuhl Grain, Flour & Feed Company plan the installation of a 20-ton truck scale in its plant at Ashland, Neb.

The Kleason elevator at Feterita, Kan., has been taken over by the Security Elevator Company of Hutchinson.

The Kleason elevator at Copeland, Kan., is now owned by the Security Elevator Company of Hutchinson.

The Kleason elevator at Sublette, Kan., has been recently sold to the Security Elevator Company of Hutchinson.

The Daykin (Neb.) Grain & Supply Company has installed new equipment in preparation for the coming harvest.

The C. E. Robinson Elevator Company of Salina, Kan., is building a warehouse adjoining its plant at Morland, Kan.

An all-steel truck lift has been installed in the plant of the Germantown Farmers Grain Company at Garland, Neb.

The elevators at Ludell, Kan., owned by Jennings & Roller, have been taken over by the Ludell Equity Exchange.

E. A. Fulcomer & Son plan to improve their elevator at Belleville, Kan., this season with a new leg, belt and cups.

T. J. Myers of Topeka has purchased the elevator at Rossville, Kan., formerly operated by the Farmers Elevator Company.

An electric overhead traveling truck dump has been added to the equipment of the Isaacson Grain Company at Scandia, Kan.

The Crete (Neb.) Grain & Live Stock Association has installed a dust collector and made other improvements in its plant.

Fully enclosed dust-proof motors and head drive are being installed in the plant of the Hoag (Neb.) Co-operative Grain Company.

The T. H. Hord Grain Company has improved its plant at Hampton, Neb., with a 15-ton scale. It plans to rebuild its coal sheds.

H. W. Manuel, of Kansas City, has opened at Wichita, Kan., a new grain buying office for the Pillsbury Flour Mills Company.

C. R. Blanton and D. J. Smith are erecting a 12,000-bushel elevator at Haggard, Kan. It will be completed in time for the new crop.

The Farmers Mill & Elevator Company has installed a new grain cleaner and a dust collector in its new elevator at Concordia, Kan.

A. J. McMahon and his brother, C. R. McMahon, have recently organized the Mack Bros. Grain Company to operate at Salina, Kan.

John Gereke is erecting a 12,000-bushel elevator on the site of the Commander-Larabee's house at Byers, Kan., which recently burned.

The Goodland (Kan.) Equity Elevator Company has outgrown its present elevator which it is replacing with a new 30,000-bushel house.

The Eberhardt-Simpson Grain Company is being organized for business in Salina, Kan. Fred Eberhardt and Grover Simpson are owners.

The Fuller Grain Company of Kansas City, Mo., has recently purchased the P. K. Studer elevator at Atwood, Kan.

William Fleischman has opened the Elmwood (Neb.) Mill, which he bought recently. He is now buying grain and operating it as an elevator.

The Capper Grain Company's elevator at Wallace, Kan., has been purchased by L. E. Gridley who has a grain and seed business at Page.

The Farmers Elevator Company is dismantling its old frame office building at Wilber, Neb. It will be replaced with a modern brick office.

The Kisner Elevator is doubling its capacity by the erection of new bins in its plant at Garden City, Kan. It is installing a new elevator leg.

Overhead bins have recently been installed over the driveway in the elevator of the Light Grain & Milling Company at Ryus (Satanta p. o.), Kan.

The Farmers Business Association, which operates an elevator at Grainfield, Kan., is adding to its plant an office building of brick construction.

A direct loading fan, driven by fully enclosed motor is being installed by the Security Elevator Company of Hutchinson in its elevator at Ford, Kan.

The plant of the Producers Elevator & Exchange Company at Paris, Mo., has been sold to Frank and Virgil Boyd. The consideration is named as \$2,635.

The C. E. Robinson Elevator Company of Salina, Kan., is improving its elevators at Barnard, Zurich, Lincoln, Morland, Palco, Ogallah, and Sylvan Grove.

The elevators at Hemingford and Nonpareil, Neb., have been purchased by Warren J. Powell of J. F. Townley Son & Co. The elevators were formerly

operated by the Nebraska-Colorado Grain Company of Sidney, which has experienced financial difficulties.

The Shannon Grain Company is covering its elevator at Belvidere, Neb., with iron siding and roofing. A truck scale and dump are being installed.

The Pleasant Green (Mo.) Elevator Company has succeeded the Pleasant Green Farmers Elevator Company which went out of business recently.

The Farmers Elevator Company has improved its elevator at Wilson, Kan., to the extent of \$1,000. A new foundation was put in and general overhauling done.

R. B. Wallace has recently acquired the Hooper (Neb.) Mill & Elevator plant which he will operate as a grain, coal and feed business. No milling will be done.

The Pendleton elevator of 500,000 bushels capacity, located at Ellwood, Kan., has been purchased by the Larabee Flour Mills Company which formerly leased it.

The Farmers Elevator Company has bought the Wright Leete elevator at Murdock, Neb. Consideration is reported as \$7,000. Henry Carson will be in charge.

The Blue Valley Grain Company has closed its elevator at Crete, Neb. Surrounding farmers have taken over the stock but have not made plans as yet for re-opening.

The Hall-Johnston Grain Company has installed a 25-horsepower Fairbanks-Morse electric motor to operate its elevator and feed grinder at Woodlawn (Lincoln p. o.), Neb.

E. L. Hurlburt & Sons have sold their elevator at York, Neb., to a Mr. Miller of Hamburg, Iowa. The Hurlburts are transferring their activities to Sterling, Ohio, it is reported.

A loading fan driven by an enclosed motor, and an automatic eight-bushel scale are being installed in the elevator at Elkhart, Kan., owned by the Security Elevator Company of Hutchinson.

W. P. Kleason has sold his three elevators, located at Copeland, Sublette, and Feterita, Kan., and plans the construction of a new elevator somewhere between Montezuma and Copeland.

The Healy (Kan.) Co-operative Elevator Company plans to replace its plain bearings with ball bearings and to increase its loading capacity by the installation of larger automatic scales.

The Anan Co-operative Grain Company has been incorporated at Glenvil, Neb., with a capital stock of \$15,000. Incorporators are U. C. Cooper, John Hendricks, Henry F. Davis, and August Stahnke.

The Forbes Bros. Milling Company plans the erection of a 30,000-bushel grain storage house at Topeka, Kan. In replacing its plant which burned last January, it will also build a corn and flour mill.

The Plainville (Kan.) Mill & Elevator Company has been purchased by the Bowersock Mill & Elevator Company. The plant, which has not been in operation for four years, is being repaired and overhauled.

The Butler-Welsh Grain Company is rebuilding the elevator at Nebraska City, Neb., recently purchased from the Duff Grain Company. The company

plans to increase its capacity next year to 1,000,000 bushels.

J. L. Dennis is tearing down his storage house, of 20,000 bushels capacity, at Randolph, Neb., as he does not need it in connection with his grain elevator which has the same capacity. He is installing an air lift.

The Simonds-Shields-Lonsdale Grain Company is repairing the Rock Island elevator which it operates at Kansas City, Mo. Two special trippers and conveyors are being installed, and Link Belt Roller Chains are replacing all gear drives.

Otto Schnuelle, former manager of the Wright-Leet Grain Company, has acquired the old elevator of the Harbine (Neb.) Equity Exchange which he will operate. He is installing a head drive and totally enclosed dust proof motors.

The Uhlmann Grain Company has leased the 2,100,000-bushel Wabash elevator in North Kansas City, Mo., formerly operated by the Southwestern Milling Company. This addition gives the company a total storage of 4,300,000 bushels at this terminal.

The Daniels Grain Company has been incorporated by L. A. Daniels, with a capital of \$10,000. A 12,000-bushel elevator has been purchased at Black Wolf, Kan., which will be in operation this month. A new engine, truck dump, and truck scale will be installed, and the elevator generally overhauled.

The R. V. Seward Grain Company will build an elevator at Carrollton, Mo. The storage capacity will not be large, it is reported, but the house will be equipped with the most modern machinery for quick handling of grain. The second unit will consist of equipment for shelling and merchandising of corn. Warehouses for feeds will be added later.

## CANADA

Wheat Pool Elevator No. 1 at Vancouver plans a 2,750,000-bushel addition to its elevator.

The grain firms of K. B. Stoddart & Co., Ltd., Winnipeg, and Earl & Stoddart, Inc., New York, are establishing offices at Vancouver.

Robin Hood Mills has let contract for the erection of a storage elevator of 850,000 bushels capacity, adjoining their plant at Moose Jaw, Sask.

Arrangements have been completed for financing a new elevator at Muirkirk, Ont., and it is thought such a structure will be completed in time for the new crop.

A new modern elevator, costing approximately \$50,000, will be erected at Hamiota, Man., by the Western Canada Flour Mills Company. The old elevator is being torn down.

A 2,000,000-bushel elevator will be erected at Sorel, Quebec, by the American Elevator Company, Ltd. Work will start at once. The house will have two marine towers, each of 25,000 bushels capacity per hour.

The Saskatchewan Pool Elevators, Ltd., is reported to have enlarged on its building program for this year, previously mentioned. Their plans now contemplate the building of 35,000-bushel elevators at 27 new points in Saskatchewan, and additional elevators of 45,000 bushels each at 31 other points. It is understood that 23 of the present elevators are to be rebuilt. With the completion of this building plan, the Pool will be operating 1,050 elevators in Saskatchewan.

# FIRES-CASUALTIES

New Bremen, Ohio.—Fire recently destroyed the elevator of H. W. Rairdon.

Ringwood, Okla.—Fire destroyed on June 1 the elevator of the Enid Milling Company.

Kiowa, Okla.—The elevator of Sherrill & Vaughan was totally destroyed by fire on June 3.

Cleveland, N. D.—The Farmers Co-operative elevator was destroyed by fire on May 16, causing a loss of \$50,000.

New Iberia, La.—Fire recently destroyed the plant of the Theriot Rice & Feed Company, causing a loss of \$7,000.

Oldcastle, Ont.—The grain elevator owned by A. J. Green of Windsor, was destroyed by fire. Loss is estimated at \$10,000.

Glendo, Wyo.—Fire, originating in the engine room, destroyed the elevator of the Glendo Grain & Produce Company.

Evansville, Ind.—Fire destroyed the elevator and warehouse of the Fuhrer Ford Milling Company, causing a loss of \$12,000.

Brenham, Texas.—Fire recently severely damaged the hay warehouse of the Green Grain Company and destroyed a large quantity of hay. The damage

to building and contents is estimated at \$3,000. Either spontaneous combustion or defective wiring is thought to have started the blaze.

Oneonta, N. Y.—Fire damaged the warehouse and offices of Morris Bros. Feed Company to the extent of \$25,000. Loss was insured.

Oriska, N. D.—Fire, probably started by a locomotive spark, totally destroyed the elevator of Carl F. Schoen on May 25.

Scott, Ohio.—Fire destroyed on May 29 the warehouse and slightly damaged the elevator and office of the Scott Equity Exchange.

Kinney, Neb.—The grain elevator operated by Channing Lewis was recently destroyed by fire. The bins contained 1,000 bushels of grain at the time.

Edna, Iowa.—Fire, evidently caused by lightning, destroyed the elevator of the Quaker Oats Company. The elevator contained 900 bushels of oats.

Buck Grove, Iowa.—Fire recently destroyed the elevator of the Buck Grove Elevator Company, causing a loss of \$10,000 to the house and its contents.

Calio, N. D.—Fire destroyed the elevator of the Minnesota Elevator Company on May 13. Grain



in the amount of 13,000 bushels was also destroyed. Contract has already been let for the erection of a new 30,000-bushel, iron-clad elevator.

Huron, S. D.—Fire destroyed on May 31 the main elevator building, including machinery and equipment of the Sheldon F. Reese plant. Estimated loss is \$30,000, covered by \$20,000 insurance.

Hinsdale, Mont.—R. S. Drabbs, manager of the St. Anthony & Dakota Elevator Company, was injured when his truck brakes failed to work and he was crushed between the truck and the coal bin.

New Albany, Ind.—The feed store of J. Tegart & Co., owned by James Tegart and others, was recently damaged by fire to the extent of \$25,000. The hay warehouse was saved. Loss is partially covered by insurance.

Mt. Vernon, Ind.—Fire destroyed the elevator and warehouse of the Fuhrer-Ford Milling Company seven miles west of Mt. Vernon on the Uniontown road. The loss, including 7,000 bushels of corn, is estimated at \$15,000.

Craigmont, Idaho.—Fire destroyed the Howard grain warehouse at Craigmont (45 miles southeast of Lewistown), causing a loss of \$35,000. The house contained at the time 30,000 bushels of grain, part of which may be salvaged.

Milford, Ill.—Fire recently damaged the stock and building of the Milford Farmers Union warehouse to the extent of \$3,000. The building, which was a two-story brick structure, was damaged to

the amount of \$1,500. The loss to stock, consisting of grain, feed, seed, etc., amounted to about \$1,500. The fire swept only the first floor of the building. Insurance covers the loss.

Genesee, Idaho.—Fire completely destroyed the elevator of the Mikkelsen Grain Company. The feedmill plant and 22,000 bushels of grain were also destroyed. Loss is estimated at \$60,000. The feed mill was valued at \$15,000.

Russell, Man.—Fire causing a loss of nearly \$100,000 destroyed the elevators of the Canadian Wheat Pool and the United Grain Growers Company on June 1. The former company lost 25,000 bushels of grain and the latter 12,000 bushels.

Enos (Morocco, Ind. p. o.).—Fire destroyed the grain elevator at Enos, five miles north of Morocco. The elevator, owned by John Coulbrene and Walter Atkinson, contained about 3,000 bushels of grain. The loss was partially covered by insurance.

Ingalls, Ind.—Lightning started a fire which destroyed the small grain elevator owned by the Goodrich Company. Loss is estimated at \$25,000. Nearly 700 bushels of wheat and several hundred bushels of corn and flour were lost.

Pinconning, Mich.—Fire, thought to have been started by hot bearings in the cupolas, caused heavy damage to the grain elevator, owned by J. E. Martindale and operated by Chatterton & Son. The interior of the building and the machinery were totally wrecked. Beans and other grain were damaged.

Canada, Michigan, Indiana, Illinois, Missouri, California, Oregon, and Washington. His widow, a son, and many friends mourn his passing.

KENNEY.—A. M. Kenney, partner in the Hindsboro (Ill.) Grain Company, and for 20 years in the grain business at Broadlands, dropped dead in his home recently.

KUHL.—Andrew A. Kuhl, traveling representative of Hax & Co., grain and feed dealers at Baltimore, Md., died recently.

LUKE.—John C. Luke, president of the Luke Grain Company, and well known on the Peoria, Ill., Board of Trade, died at his home, following an illness of eight months. Mr. Luke had been in the grain business at Peoria for some 25 years, and organized the Luke Grain Company about 12 years ago. His widow and three children survive him.

MAHONEY.—J. O. Mahoney, manager of the Farmers Elevator at Bathgate, N. D., died in his office on May 8. Mr. Mahoney had resided in Bathgate for the past 24 years. His son, James, of Minneapolis, Minn., survives him.

MANGAN.—J. W. Mangan, operator of the Pletch Grain Company at Algona, Iowa, died recently following a short illness. His widow, three children and a brother survive him.

MANN.—William Mann, grain and feed dealer at Princeton, Ind., died at his home there following a short illness. A son, three brothers and three sisters survive him. Mr. Mann was 65 years old.

MASSEE.—Charles W. Massee, member of the Merchants Exchange of St. Louis, Mo., for many years, died May 15.

MILLER.—Albert J. Miller, president of the Canton, Kan., Grain Company, died at McPherson recently.

PEARSON.—C. W. Pearson, retired grain broker, died at his home in Oakland, Calif. Mr. Pearson conducted a grain brokerage business for many years in Rochester, N. Y.

PHELPS.—Edmond A. Phelps, manager of the pool elevator at Crandall, S. D., died May 28, following injuries received in an automobile accident.

SCHROEDER.—B. F. Schroeder, in the grain and implement business at Emmetsburg, Iowa, for 48 years, died. His widow and two brothers survive him.

SHAW.—W. Le Roy Shaw, director of the Maple Leaf Milling Company of Toronto, Ont., since his father's death, died in London of pneumonia on May 23.

SMITH.—C. W. Smith of Smith, Vincent & Co., and a former member of the Merchants Exchange of St. Louis, Mo., died at Alhambra, Calif. Mr. Smith was 71 years old. Two sons survive him.

## OBITUARY

ADAMS.—Albert H. Adams, formerly connected with the Western Elevating Association and the Frontier elevator, died recently at Buffalo, N. Y., as the result of an accident. At the time of his death he was in the insurance business.

ARNOLD.—Franklin W. Arnold, grain dealer, operating as F. W. Arnold & Co., died at Peoria, Ill., following a long illness. His widow and two sisters survive him.

BETTINGEN.—William Bettingen, former head of a Minneapolis, Minn., grain commission house, died recently at his home in Pasadena, Calif.

BRAITHWAITE.—Christopher Braithwaite, manager of the Columbia Elevator Company at Round-up, Mont., died May 26 of heart disease. His widow and seven children survive him.

BRYANT.—George C. Bryant, crop expert for the United States government for 12 years, died at Henrotin hospital, Chicago, following a lingering illness. He was 52 years old. He was also associated of late with Jackson Bros., Boesel & Co. of Chicago. A son, George R. Bryant, survives him.

CLARK.—Robert Clark, of the Clark Grain & Feed Company, Chippewa Falls, Wis., died May 16, following a short illness. Mr. Clark had been in business at Chippewa Falls for the past 35 years.

DAVIE.—W. A. Davie, manager of the Farmers Lumber & Grain Company at Dunlap, Iowa, died.

DEVEREUX.—William P. Devereux, president of the W. P. Devereux Grain Company, Minneapolis, Minn., for the past 36 years, died May 10. He founded the Devereux Grain Company. Mr. Devereux was 71 years old. His widow and five daughters survive him.

DONALD.—John Hugh Donald, formerly connected with the grain department of Balfour, Guthrie & Co., San Francisco, Calif., died May 13 in Tacoma, Wash., at the age of 77 years. He retired three years ago, following a service of 30 years with the company. His widow, two sons, and two daughters survive him.

FISHER.—Leonard Fisher, formerly with the George A. Fisher & Son Flour & Seed Company, and 30 years in the grain business in Buffalo, N. Y., died in May. Mr. Fisher was 75 years old. He retired three years ago.

FISHER.—W. H. Fisher, widely known as a grain buyer in the Big Bend district and manager of the Edwall (Wash.) Lumber & Fuel Company, shot himself recently, due to despondency over ill health.

FULLER.—Percy Fuller, manager of the American Linseed Company at Duluth, Minn., died at his home there on June 10. He formerly managed for several years that company's office at Winnipeg.

GIBBS.—Henry Gibbs, formerly in the grain business in New York City until his retirement, and an early member of the Produce Exchange, died at the age of 77 years. At one time he was a member of the firm of Gibbs & Robinson, now Robinson & Sweet.

GRUBB.—S. W. Grubb, of the Grubb Grain Company, Topeka, Kan., and former president of the

Board of Trade, died May 22 at the age of 54 years. His widow, one son, two daughters, and a sister survive him.

HILL.—Benjamin F. Hill, Sr., manager of Hill & Webb Grain Company, McKinney, Texas, died at Rochester, Minn., at the age of 60 years. Mr. Hill was a charter member of the Texas Grain Dealers Association. His son, Benjamin F. Hill, Jr., will continue the business.

HUNT.—John L. A. Hunt, president of the Goderich (Ont.) Elevator & Transit Company, Ltd., for the past 25 years, died May 31.

JONES.—William Lester Jones, veteran miller and millwright, died at Stockton, Calif., on May 12. Mr. Jones was a native of Pennsylvania and started millwrighting in 1878. He followed this line in

## HAY, STRAW AND FEED

The American Milling Company is opening a feed store at Terre Haute, Ind.

Hoit Duttolph has added a corn crusher to his equipment at Bennett, Iowa.

Katzenmeyer Bros. are installing a feed mixer in their plant at Iowa City, Iowa.

A vertical feed mixer has been installed by the Celina (Ohio) Equity Exchange.

The Feed King Corporation of Minneapolis, Minn., has filed articles of incorporation.

The Durant Peanut Company will build a mixed feed plant at Oklahoma City, Okla.

Treeman & Munger plan to install a large feed grinder in their plant at Perry, Okla.

The Evans Fuel & Feed Company is building a warehouse at its plant in Mayfield, Calif.

Albert Wilson has installed a No. 1 Haines Feed Mixer in his plant at St. Croix Falls, Wis.

Doubling Bros. have added a feed mixer with motor to their plant at Lost Nation, Iowa.

The American Milling Company has bought the feed store of Adam Stark at Hartford, Wis.

A feed mixer has been installed in the plant of the Colville Feed & Supply Company, Utica, Ohio.

The Brooks Elevator Company of Minneapolis, Minn., will open a feed plant at Toronto, Ont.

The Farmers Co-operative Elevator Company will add a feed grinder to its equipment at Arco, Minn.

Merillat Bros. have installed a belt-driven Haines Feed Mixer in their elevator at Silver Lake, Kan.

The Mulberry (Ind.) Grain Company is building a concrete tank in the basement of its plant for the storage of molasses. The tank will be 8 by 8 by 33 feet. An elevator is being installed to

lift feed to the top floor for storage. Motor power will be used.

A motor driven Haines Feed Mixer has been installed in the plant of Cohee & Clark at Kempton, Ind.

The Economy Feed Company has installed a belt-driven feed mixer in its plant at Colorado Springs, Colo.

A No. 1 Haines Feed Mixer, belt-driven, has been installed in the plant of William H. Reid at Plano, Ill.

The Elma (Wash.) Feed Company has started work on a warehouse which will be completed in 30 days.

The Manlius (Ill.) Grain & Coal Company will construct a building to house a feed grinder and store feed.

J. H. Wake, stock feed manufacturer, has installed a new ton feed mixer in his plant at Oskaloosa, Iowa.

The Wilson Coal & Grain Company recently installed a 24-inch feed grinder in its house at Spencer, Iowa.

John H. Green plans to replace his 22-inch feed grinder in his plant at Iowa City, Iowa, with a larger grinder.

The Wayne Farmers Supply Company has added a belt-driven Haines Feed Mixer to its plant at Apple Creek, Ohio.

The Farmers Grain Exchange is installing a feed grinder and building a house for same in its plant at Havre, Mont.

The Rosebush (Mich.) Elevator Company is installing a feed grinder, direct connected to a 60-horsepower Fairbanks Morse fully, enclosed pipe



ventilated ball bearing motor. It will be equipped with a magnetic separator for tramp iron.

A feed grinder and large motor have been installed in the elevator plant of Tjaden & Dilly, at Wellsburg, Iowa.

Caldwell & Stephenson, feed dealers, at Wheeling, W. Va., have opened a branch feed store at Barnesville, Ohio.

The feed grinding business of William Schryver at Polo, Ill., has been sold to L. Madsen and Axit Olson of Rockford.

The Lenox Elevator Company plans the installation of a feed grinder and mixer in its elevator at Claiborne, Ohio.

The feed mill and feed store recently organized at Rockville, Ind., by Stevenson Bros., will do custom grinding.

A power chopper and mixer have been installed in the plant of the Western Maryland Elevator at Shippensburg, Pa.

A belt-driven Haines Feed Mixer has been installed in the plant of the Laurelville (Ohio) Grain & Mill Company.

A motor driven Haines Feed Mixer has been installed in the plant of the Farmers Elevator Company at Salisbury, Mo.

A large warehouse for the storage of feeds will be added to the plant of the North Iowa Grain Company at Fernald, Iowa.

The Farmers Co-operative Association has completed a motor-driven Haines Feed Mixer in its plant at Manhattan, Kan.

Equipment for the manufacture daily of five cars of chick feeds has been installed at Yoakum, Texas, by S. A. Carnes & Son.

The Morrow (Ohio) Feed and Supply Company has bought the two line warehouses of Jones & Howard at Pleasant Plain.

The Farmers Co-operative Association has completed a 20 by 32 foot iron-clad warehouse for flour and feed at Bison, Okla.

The Farmers Co-operative Produce Company has installed an 18-inch direct connected feed grinder in its plant at Gonvick, Minn.

The Maysville (Ky.) Milling & Feed Company is building a sheet iron warehouse, 63 by 160 feet. The old warehouse has been razed.

Oscar Ewton is building at Sayre, Okla., a concrete and sheet iron building, 24 by 50 feet, to house an improved feed grinder.

The Schlemmer Feed Company has installed a 40-horsepower feed grinder in its plant at Harrison, Ohio. A mixer may be added later.

The Farmers Elevator Company is building an addition to its plant at Plymouth, Iowa, for a feed grinder which it will install shortly.

The Farmers Elevator Company has rebuilt the cupola of its elevator at Dunbar, Iowa, and has installed a new leg and automatic scale.

The Utah Poultry Producers Co-operative Association will establish a branch feed store at Heber, Utah, which will handle feed in carlots.

The Toronto Elevators, Ltd., plan to turn out five to 10 carloads daily of dairy, poultry and cattle feed at their new plant in Toronto, Ont.

Bentley & Crook have improved their plant at Fairbank, Iowa, with a 26-inch feed grinder, equipped with two 30-horsepower electric motors.

The Kent City (Mich.) Farm Bureau has recently installed an 18 inch feed grinder connected to a 20-horsepower fully enclosed self-ventilated motor.

The Macx Feed Company, whose headquarters are at Clinton, Iowa, is opening a new feed store at Tama. E. Kilcoin is manager of the new branch.

The Jennings Mill is establishing a branch feed store at Waldo, Kan. It will occupy a new hollow tile building, recently constructed at a cost of \$6,000.

The Farmers Elevator Company is erecting a feed shed at Arco, Minn., to house a new feed grinder which it will install at an estimated cost of \$3,000.

The bonded warehouse for the storage of cottonseed and meal, built for the Merchants Exchange Clearing Association at Memphis, Tenn., has been completed.

The Farmers Co-operative Marketing Association will establish a feed grinding business at Big Spring, Texas. Raising and mixing of poultry feed will be featured.

The Sherman Seed & Feed Company of Chippewa Falls, Wis., has been sold to F. P. Spoor of Arcadia, who will operate under the name of the Spoor Mill & Feed Company.

The Hopkins (Mich.) Elevator Company is installing a re-built Sprout Waldron 24 inch feed grinder, with two 20-horsepower motors. This replaces a belt-driven grinder.

The Harland Flour & Feed Company of Minneapolis, Minn., plans the establishment of 50 retail feed stores throughout Minnesota within the coming three months. The company, which was organized

last fall to establish a chain of retail stores, has 12 such plants now in operation. Most of the establishments do a feed grinding business and have storage facilities for grain, feed, etc.

An alfalfa cutter with a 20-horsepower motor, and a feed grinder with a 50-horsepower motor have been installed by the Hirsch Grain Company in its elevator at Tripp, S. D.

O. R. Cochrane has equipped his plant at Haslett, Mich., with a Jay Bee feed grinder, belt driven by a 25-horsepower motor. A magnetic spout is included in the equipment.

The Meade (Kan.) Co-operative Elevator & Supply Company is building an 18 by 54 foot iron-clad feed warehouse and a 36 by 60 foot iron-clad oil warehouse for its oil business.

The Tacoma (Wash.) Grain Company is doubling its storage capacity for flour and feeds with enlargement of its seven-story warehouse. The improvement will approximate \$60,000.

The Middleton (Mich.) Farmers Elevator Company is installing a new feed grinder, direct connected to a 50-horsepower motor. A magnetic separator to eliminate tramp iron is attached.

H. C. Zacharias, whose feed mill and elevator at Brandtsville, Pa., were destroyed by fire last winter, is replacing the plant with a warehouse, 180 by 36 feet, and a four-story feed mill, 36 by 40 feet.

The producers Elevator & Warehouse Company has let contract for the building of a new feed plant at Buffalo, N. Y. It will be equipped for the manufacture of scratch, mash and dairy feeds.

R. O. Andrew, former manager of the Woodstock (Ill.) Milling Company which burned last winter, is erecting a new building which will house a modern custom grinding plant and also an ice plant.

The Valley Feed & Seed Company which was organized at Mt. Vernon, Wash., a few months

ago, has been incorporated under the name of the Pioneer Feed & Seed Company, with a capital of \$15,000.

The Rockafellow Grain Company of Ashley, Mich., has installed a 25-horsepower fully enclosed self-ventilated ball bearing motor to operate its feed mill, relieving the load on the Fairbanks Morse Oil Engine.

The Washington Co-operative Egg & Poultry Association has completed its new feed manufacturing plant at Winlock, Wash., which will furnish feed for members of the association in southwestern Washington.

The Bad Axe Grain Company is installing a feed grinder in its plant at Ruth, Mich. It will be belt driven by a 30-horsepower fully enclosed pipe ventilated electric motor and will have a magnetic spout attached.

The Bad Axe (Mich.) Grain Company is installing a Jay Bee feed grinder connected by Tex-rope drive to a 50-horsepower fully enclosed self-ventilated ball-bearing motor. A magnetic spout for tramp iron is attached.

The Dal-Tex Grain Company of Dallas, Texas, is now associated with the G. E. Conkey Company, manufacturers of feeds at Cleveland. The Dallas company will change its name to the Conkey Company of Texas.

The Minnesota Feed Company has been organized at Minneapolis, Minn., with a capital stock of \$50,000. Alexander and Joseph Sinaiko and Samuel H. Malson, feed mill operators and jobbers, are the promoters.

The Caro (Mich.) Farmers Co-operative Elevator Company has installed a feed grinder, powered by a 60-horsepower Fairbanks Morse Fully Enclosed Pipe Ventilated Motor, direct connected. Magnetic separator is attached. The improvements will increase the efficiency of the plant.

## FIELD SEEDS

(Continued from Page 748)

the farmers in his section of the state in securing early maturing corn.

Louis L. Kindermann, of William Kindermann Sons, retail seed dealers at Boonville, who has been in bad health during the past several months, has gone to Dawson Springs, Ky., with his wife for several weeks in the hope that the mineral waters will restore him to health again.

J. A. McCarty, of the J. A. McCarty Seed Company at Evansville, now has branch seed stores in both Vincennes and Terre Haute and reports trade has been fairly satisfactory and he is well pleased with the outlook. Mr. McCarty is in demand as a speaker before farmers' meetings in his section of the state from time to time, as he is regarded as an authority on seeds and fertilizers.

St. Joseph County, Ind., together with 13 other counties, Adams, Allen, DeKalb, Elkhart, Huntington, Jay, Kosciusko, Lagrange, Marshall, Noble, Steuben, Wells and Whitley, have been placed under the corn borer quarantine as part of the campaign against the insect that is said to be doing considerable damage. The damage of the European corn borer in the vicinity of South Bend has not as yet reached the proportions it has in other localities. The purpose of the quarantine is to eradicate the borer before it has had an opportunity to establish itself.

Seed and grain dealers are vitally interested in the recent decision of Judge Edward C. Henning, of the Vanderburgh County superior court at Evansville in the appeal of a case by the Chicago and Eastern Illinois Railway Company against the Indiana Public Service Commission. The railway company had asked for an increase in switching charges in the Evansville railroad yards from \$2.70 to \$5.30 a car and the state commission ruled against the increase and the railway company appealed to the courts and lost. The increase would have meant thousands of dollars from the seed and grain firms in Evansville and vicinity in the course of a year.

Judge Bomar Traylor, of the Dubois circuit court at Jasper, Ind., set June 13 for hearing the case against Albert J. Wedeking, cashier of the bank at Dale, Ind., and chairman of the Indiana State Highway Commission; Donald J. Wallace, president of the Wallace Milling Company at Huntingburg, Ind., et al., charged with conspiring and violating the warehouse act of the state and with removing 3,000 bushels of wheat from the elevators of the Wallace Milling Company at Huntingburg. The case has attracted a great deal of attention among the grain and feed men of southern Indiana.

Clover cutting and alfalfa cutting in many parts of Indiana started late in May or early in June.

Both crops are said to be up to the average. The alfalfa crop is especially fine and some of the fields in southern Indiana will yield as high as five cuttings this year, it is said. Indiana farmers in past years have turned more and more to alfalfa growing and claim that it is one of their best crops now. Meadows are looking fine in many parts of the state and the yield of Timothy is expected to be about as good as last year. The Timothy crop in Indiana in 1928 was one of the best in many years. Soy beans are being planted in many parts of the state and this is a crop that Indiana farmers have found quite profitable in recent years.

Notwithstanding the fact that continued wet weather reflected in development of rust and cheat, has taken a toll in many fields and Hessian fly has done the crop some damage, Posey County, in the far southwestern part of the state, is facing a 75 per cent wheat crop, according to the grain and elevator men of that section. The prospect this year is much more promising than it was this time last year. It is estimated now that the wheat crop in Posey County and many of the surrounding counties was not more than 18 per cent normal last year.

### NEW YORK SEED MART INACTIVE

By C. K. TRAFONT

Barring a few brief spells of clear and warm weather, conditions were generally unfavorable during the past month, and as a consequence hopes that eleventh-hour buying might inject a little life in the local seed market proved to be futile.

With the season still so backward it was generally agreed that it was too late to expect any noteworthy business. The disappointment was especially marked as far as grass seeds and lawn mixtures were concerned. In the first place, the long period of cold wet weather induced buyers to put off their buying as long as possible and, secondly, the generous rains caused such a luxuriant natural growth of grass that many who had delayed buying evidently decided that they could get along with much less seed than usual and in some cases could dispense with seeds entirely.

Buyers were also holding off because of the indications of a good carry-over of certain varieties, notably Red Clover, White Clover, Red Top, and bluegrass, and also because reports indicated that the new crops of grass and Clover seeds were looking as well as could be expected. To some extent, at least, business was also interfered with by uncertainty regarding impending changes in the tariff.

In spite of these somewhat discouraging factors the majority of distributors continued in a cheerful mood because of the good business done in March



and April and early May. It is true that some of the weaker holders of excess supplies might have been disposed to shade prices, but as a general thing it was realized that such a policy would only serve to hurt the market and that even if lower prices were named it would fail to stimulate any noteworthy buying movement.

#### IMPORTANT DECREASE

As a consequence latest quotations show only a few varieties to be lower than they were a month ago. Timothy, Imported English ryegrass, and Dwarf Essex Rape are all  $\frac{1}{4}$  cent lower, while Orchard Grass is  $\frac{1}{2}$  cent lower and Alsike is two cents lower. Hairy Vetch is  $\frac{1}{4}$  cent higher. Imports of foreign seeds, and also the exports, were much smaller than during the previous month.

#### INCREASED DEMAND FOR BETTER SEED AND MORE SUITABLE VARIETIES

By H. M. BAINER\*

No phase of wheat improvement is commanding more interest than that of better seed and adapted varieties. Because of the immense amount of wheat improvements work that has been done the past few years, wheat farmers everywhere are coming to realize that the kind of seed wheat they sow is having more to do with yield and quality than anything else.

The wheat belt program has been instrumental in getting thousands of farmers to use more pure seed and seed of more suitable varieties. The Southwestern Wheat Improvement Association has been working in close co-operation with the Kansas State Agricultural College, the Kansas Crop Improvement Association, and other agricultural agencies for the past seven years and has done much to improve the seed wheat conditions of the Southwest.

For several years prior to the organization of the five-year wheat belt program, better seed wheat campaigns were conducted. These have been put on through the co-operation of extension workers, county agents, millers, grain dealers, agricultural departments of railroads, the Southwestern Wheat Improvement Association, and other agencies. Records of the results, as tabulated by the Southwestern Wheat Improvement Association, show the following amounts of good seed wheat to have changed hands in Kansas:

Year	Amount
1922	225,000 bushels
1923	107,000 bushels
1924	50,000 bushels
1925	408,000 bushels

By the summer of 1925, enough interest had been created to bring about the uniting of several agricultural agencies in the operation of the first wheat train in Kansas. It was through the splendid results of this train that the five-year project was inaugurated.

The results of the first three years work of the Wheat Belt Program have been very successful, especially along the lines of better seed wheat and increased use of adapted varieties. The following carefully compiled records show the amount of better seed reported as changing hands in Kansas for the first three years of the Wheat Belt Program. The "certified" seed represents pure strains of adapted varieties grown by members of the Kansas Crop Improvement Association, and the "quality" seed represents better than ordinary wheat, fairly pure, and known to be free of rye, smut, and obnoxious weed seed. A large part of the "quality" seed was of wheat that had been approved by county agents, local millers, and grain dealers.

Year	Certified seed	Quality seed	Total amount
1926	14,531 bushels	638,469 bushels	643,000 bushels
1927	25,000 "	739,000 "	764,000 "
1928	31,000 "	303,000 "	334,000 "

In addition to the 31,000 bushels of certified seed sold by members of the Kansas Crop Improvement Association in 1928, the members themselves sowed 20,000 bushels, making a total of 51,000 bushels of this year's certified seed, known to have been sown. It is interesting to note that of the 51,000 bushels of certified seed sown in the 1928 crop, the different adapted varieties were represented as follows:

Variety	Amount
Turkey	21,500 bushels
Kanred	11,000 bushels
Blackhull	11,000 bushels
Harvest Queen	7,000 bushels
Currell	500 bushels

The amount of seed wheat that exchanged hands in 1928 may seem low in comparison, but it must be remembered that the large amount of seed distributed in 1926 and 1927, over 1,400,000 bushels, did much to supply the needs. Then too, the enormous crop of 1928 furnished an immense amount of good seed; therefore, the needs for better seed were less in 1928 than usual. If all of the wheat resulting from the 764,000 bushels of good seed which was handled in 1927 had been saved for sowing in 1928, there would have been enough to have sown 11,000,000 acres.

It may be interesting to know that over 150,000

bushels of certified seed wheat were produced in Kansas in 1928. If this amount and its increase were sown in the falls of 1928 and 1929, the crop from the two years would be sufficient, by the fall of 1930, to sow two-and-one-half times the present Kansas wheat acreage.

#### SEED FIRM HEARING JUNE 28

The railroad rate complaint filed by the Albert Dickinson Company, of Chicago, against the Chicago & Northwestern Railway and other lines, is scheduled for hearing on June 28. The Interstate Commerce Commission will be represented by Examiner Crowley, who will conduct the hearing in Chicago.

#### HYBRID SEED CORN TESTS IN "SHOW-ME" STATE

The University of Missouri announces that extensive tests of hybrid corn varieties will be continued during the 1929 season.

In 1928 the three highest records in yield came from the use of hybrids of standard type, each of which produced more than 90 bushels of corn per acre, compared with 72.2 bushels per acre in the check plots. The work is being continued so that conclusions may be based on several years' records rather than one, in which the abnormal conditions might not be duplicated.

#### NEW TARIFF FOR FIELD SEEDS PENDING

The new tariff bill introduced in the House of Representatives last month, and still awaiting the approval of the United States Senate and President Hoover, proposes an increase in the import duty rates of several field seeds. The new bill also puts other varieties on the dutiable list for the first time.

The rate on alfalfa seed is raised 25 per cent, from four cents to five cents per pound. Alsike Clover seed duty also is raised from four to five cents a pound.

The Red Clover seed tariff is raised from four to six cents per pound; White Clover from three to five; Clover not otherwise provided for, from two to three; hairy vetch from two to three.

Items provided for in the bill on which there is no tariff rate at present include: Ladino Clover, five cents; Sweet Clover, three cents; orchard grass, five cents; Timothy, two cents; bent grass, 10 cents.

#### SEED DEALER CONFERENCE IN CHICAGO THIS MONTH

W. A. Wheeler, of the Hay, Feed, and Seed Division of the United States Department of Agriculture, announces a seed verification conference for dealers in Chicago on Wednesday, June 26.

Dealers now enrolled in the Federal seed verification service, and others who are interested in the project are invited to attend the meeting which will be held at Hotel Sherman. Matters to be discussed at this conference are:

(1) The desirability of reinstatement for Red Clover in the seed verification service; (2) whether other kinds of seeds should be covered by the service; (3) form and use of the verified-origin tag certificate; (4) publicity for the seed verification service and how and by whom verified-origin seed may be advertised; and (5) the issuance of certificates of origin to those who are not verified-origin seed dealers.

All who intend to enroll next season, regardless of whether or not they are now in the service, should

file their applications not later than July 1, so that they may be visited, if necessary, on the general round of the supervising seed inspector during July and August. Applications received at a later date, but prior to September 1, will be considered as soon as practicable, but their approval may be necessarily delayed, to the possible inconvenience of the applicant.

#### SEED ANALYSTS ISSUE OFFICIAL PROCEEDINGS

The latest in seed research and seed analysis methods is contained in the bound volume now published as the proceedings of the twenty-first annual convention of the Association of Official Seed Analysts. A. L. Stone, secretary-treasurer of the association, announces that the volumes are available to dealers at \$2 per copy.

The proceedings include the "Physiology of Seed Germination" by Dr. W. H. Crocker and "Correlation of Hard Seed Content and Plants Produced in the Field" by Professor W. O. Whitcomb.

A report on the progress of work conducted by the International Seed Testing Association, by Professor M. T. Munn, of the New York Experiment Station at Geneva, also is printed in the volume. In addition, miscellaneous reports and addresses of interest to seedsmen, are contained in it.

The address of A. L. Stone, in charge of distribution of the books, is: Agronomy Building, Madison, Wis.

#### LET THE SELLER BEWARE IN SEED SALES

Joseph J. Augustus, lawyer, writing for *Seed Trade News*, warns seed dealers of the peculiar legal hazard involved in seed sales. "There is a curious fact," he says, "about the sale of seeds which makes it differ from the sale of almost any other commodity.

"In the event that the seeds fail to germinate it is never the fault of the grower but is always due to lack of germinating power in the seeds.

"There is no reported case where the grower ever admitted that it was his lack of proper care of the seeds which was to blame rather than the seed itself. Quite often the germinating power of the seed is questioned for the first time when the seed house sues the grower for the price of the seed. Then the seed house discovers that the reason the grower refuses to pay the bill is not because he hasn't the money but because of the alleged poor germinating power of the seed.

"Sometimes, however, not even a court is simple enough to believe a grower's tale although a jury nearly always will."

#### SORGHUM SMUT CONTROLLED

Sorghum smut control work is being conducted as an integral part of the Kansas better-crops program.

It costs about 10 cents to treat a bushel of sorghum seed. A bushel of seed will plant approximately 10 acres of row crop, so this type of sorghum smut control costs the grower only about one cent per acre.

The standard treatment recommended in Kansas for sorghum smut control is copper carbonate dust. This anti-smut agent not only kills the smut spores on the seed, but preserves the seed in the soil to some extent, thereby increasing stands.

The low cost of treating combined with efficient control has caused the acreage of sorghums planted

(Continued on Page 756)

#### BUYERS AND SELLERS

Bag Lots or Carloads

Alfalfa, Clovers, Grasses, Field Seeds

ED. F. MANGELSDORF & BRO.

Wholesale Field and Grass Seeds  
ST. LOUIS, MISSOURI

#### SCALE TABLES

A 70-Page Book

That answers over 154,000 questions on Grain Weights, Measures, Prices, etc. Written by a grain and coal man for practical grain men. Eliminates all division in the grain and coal business. No weights too large for these tables.

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#### COLORADO ALFALFA MEAL

All Grades and Grinds.  
We specialize on Fine Ground for Poultry Mash.

Lamar Alfalfa Milling Co.  
Lamar, Colorado

**SEEDS** BETTER SEEDS; BETTER CROPS  
PRUNTY SEED & GRAIN CO.  
9 South Main St. SAINT LOUIS

\*Director of the Southwestern Wheat Improvement Association.



with treated seed to increase from 25,000 acres in 1925 to 382,000 acres in 1928. This is an increase of over 1,500 per cent in three years and has been made possible only through the efficiency by which the subject matter has been presented by the organization of the Kansas wheat belt program.

### ST. LOUIS FIRM WINS SEED ARBITRATION CASE

If a contract for seed carries in it a clause, "guaranteed free of Johnson grass seed," the presence of Johnson grass in any amount in the seed shipped would be sufficient grounds for rejection.

This is the principle accepted by Arbitration Committee No. 4 of the Grain Dealers National Association when it awarded \$600 on the claim asked by the Appel Commission Company, of St. Louis, Mo., against the Clement Grain Company, of Waco, Texas.

This trade dispute grew out of the sale by the Texas firm to the Missouri concern, of two cars of Sudan seed. The two cars were rejected at destination when inspection revealed the presence of Johnson grass seed.

The shipper did not contend they sold 100 per cent pure Sudan seed. However, it was argued that Texas weights and grades should govern, and that there was only a negligible percentage of Johnson seed in the shipment.

Arthur Walters has built a large seed storage house at Grand Ridge, Ill.

The Rogers Seed Company has leased the Wells storage building at the Blue River Coal Company's plant at Franklin, Ind.

Work is well started on the new elevator which is being built at San Jose, Ill., for the Kelley Seed & Hardware Company.

The Texas Gin & Seed Company of Fort Worth, Texas, has been chartered with a capital stock of \$20,000. Incorporators are E. L. Shannon, A. B. Shannon and W. R. James.

### ROYAL GRAIN COMMISSION MAKES RECOMMENDATIONS

In a recent report to the government of Saskatchewan the Royal Inquiry Grain Commission made 25 definite recommendations for changes in law and regulation with regard to the administration of the Grain Act. These are summarized as follows:

1. Reorganization of the Board of Grain Commissioners, increasing the membership of the board to five in number.
2. That offices of the board be established at Fort William and Vancouver, and one in each of the prairie provinces at such points as the board may decide.
3. That the head office of the board be fixed by the board rather than by statute.
4. That each member of the board shall have full powers of inquiry if authorized by the board or by the chief commissioner.
5. That board inspectors for each of the prairie provinces be appointed to investigate complaints, institute prosecutions, inspect elevators, and perform such other duties as may be assigned by the board.
6. That parliament vote for the use of the board the money now standing to the board's credit as a result of the board's operations.
7. That all elevator agents be licensed by the board, and that the board be given power to suspend or cancel such license for cause.
8. That elevator companies and agents be compelled to keep in the elevators all tickets required under the act.
9. That regulations be made to ensure greater uniformity and accuracy in taking the load sample at the country elevator.
10. That the board be empowered to provide for an improved receptacle in which to preserve the sample of the load taken at the country elevator.
11. That farmers and elevator agents loading cars be required to take greater precaution to leave sufficient space for sampler to enter car, and for trimming the load so as to assist inspection department.
12. That bulk-heading by the use of bags of grain be adopted.
13. That greater consideration be given by railway

officials in the distribution and allotment of cars, so as to meet the wish of the pool farmer to market his grain through his own elevator.

14. That the provisions in the act for the use of the car order book be wholly repealed and new provisions substituted as fully set out in the schedule to the report.

15. That legislation be enacted prohibiting mills from breaking of car seals and diverting cars to the mills in the absence of a representative of the inspection department.

16. That consideration be given to the sampling and inspection staff so as to ensure more accurate and consistent grading.

17. Absolute prohibition of grading of any sample of grain less than 21 lbs. in weight.

18. That an effort be made to gather samples of the crop earlier each year, so that the standards for the various grades may be set as soon as possible.

19. That the board be given power to provide for new grades of grain and legalize some grades that are now set illegally.

20. That, where it is possible to separate mixed grains, the inspector's certificate show the percentage of the mixture, and that settlement be made on the basis of the separation.

21. That the automatic sampler be installed in all terminal elevators.

22. That the standard for inspection out of private terminals be raised, and that samples taken from the standards so fixed be sent to the world's exchanges.

23. That the government-owned and publicly-operated elevator at Fort William be discontinued as such.

24. That legislation rather than litigation be adopted to settle the trouble existing between the pool farmer and the line elevator, as to the right of the farmer to have his grain sent to a pool terminal.

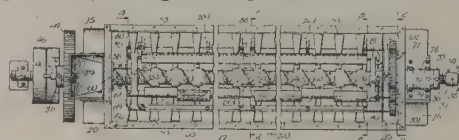
25. That all elevators to be built at Churchill be government-owned and operated.

### GRAIN TRADE PATENTS

Bearing Date of March 26, 1929

Mixing Machine, Joseph T. Simpson, Chicago, Ill. Filed August 30, 1926. No. 1,706,417. See cut.

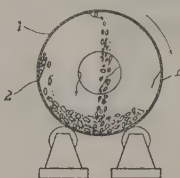
Claim: In a mixer, a receptacle having intake and discharge openings, conveying devices for moving material through the machine, mixing devices and mulling devices, arranged to operate on material as it



passes through and means for adjusting the conveying device so as to vary the length of time during which the material is operated upon by the mixing and mulling devices.

Bearing Date of April 2, 1929

Method for conditioning beans. John H. McFarland, Merrill, Mich., assignor of one-fourth to Frank



### Miscellaneous Notices

#### WANTED

Experienced grain man wants employment. Good reference. A. E. MILNER, Grayville, Ill.

#### WANTED

Old established receiving house in terminal market desires grain solicitor with acquaintance in Illinois, Iowa and Missouri. MARTIN GRAIN COMPANY, 400 Merchants Exchange, St. Louis, Mo.

#### WANTED

Superintendent for feed mill. One experienced in grinding, mixing and shipping. Only high class man with executive ability and good references will be considered. Communications will be treated strictly confidential. SUPERINTENDENT, Box 5, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

#### WANTED

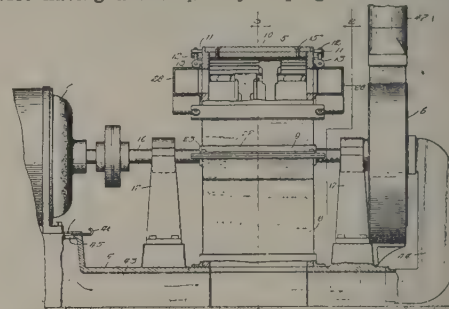
Man for exceptionally good permanent position in Chicago. In charge of engineering department, designing, elevating and conveying equipment. Also another man to take charge of grain elevator division. State salary expected and experience with names of companies and kind of work done in detail, or no attention paid. S. S., Box 3, care

B. Walcott, Wheeler, Mich. Filed March 28, 1927. No. 1,707,360. See cut.

Claim: The method of conditioning beans that consists in agitating the beans in the presence of granular polishing material in such manner as to cause the beans to hit against each other and thereby knock particles of dust and dirt from their surfaces, and simultaneously directing against the material while being so agitated, a stream of air heated to between 100 degrees and 150 degrees centigrade, and of force sufficient to carry said particles of dust clear from the mass of material without carrying away the granules of polishing material.

Grinding Machine, Jerome Ward, Waukegan, Ill., assignor to Blatchford Calf Meal Company, Waukegan, Ill. Filed July 16, 1925. No. 1,707,697. See cut.

Claim: The combination with a mill, of a feeding device having a downwardly sloping bottom with an



air inlet therein, said inlet having a curved guide portion at one side thereof for causing a rotary movement of the feed passing into the mill, said feeding (Continued on Page 758)

## For Sale

### MACHINERY

#### OIL ENGINES

32-page Bulletin of Bargains just issued. Rails, Equipment, Heavy Machinery, Track Scales, Etc. ZELNICKER in ST. LOUIS.

#### FOR SALE

Car loader, air blast new; very best on the market. Reasonable. Write or wire STANDARD MILL SUPPLY COMPANY, 502 Waldheim Bldg., Kansas City, Missouri.

#### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

#### WANTED

One Clipper 109-D; one type V40-60, one type B50-96 Sutton-Steele Gravity Cleaner, one rice cloth mill. Give price, condition, age, general description. K., Box 6, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### ELEVATORS AND MILLS

#### FOR SALE CHEAP

Chicago Terminal Elevators, capacity 125,000 bushels. TERMINAL ELEVATORS, Box 2, care AMERICAN ELEVATOR & GRAIN TRADE, 431 South Dearborn St., Chicago, Ill.

#### PRICED RIGHT FOR QUICK SALE

Excellent 18,000-bushel iron clad elevator with sidelines of coal and feed. Electrically equipped. Located 50 miles from Omaha, Nebr., in southwestern, Iowa. GRISWOLD CO-OPERATIVE ASSOCIATION, Griswold, Iowa.

#### FOR SALE

Forty thousand bushel elevator and coal business. Hammer Mill. Handle about 70 cars per year. Good reason for selling. IOWA, Box 6, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### NET PRICES—HIGH GRADE RUBBER BELTING NOW IN STOCK

Inch	2 ply	3 ply	4 ply	5 ply	6 ply
1	\$0.08	\$0.06	\$0.07		
1 1/4	.07	.08	.09		
1 1/2	.08	.09	.11	\$0.14	
1 3/4	.10	.11	.13	.16	
2	.10	.12	.14	.18	\$0.21
2 1/4	.13	.15	.17	.21	.25
2 1/2	.15	.17	.20	.25	.30
2 3/4	.17	.20	.23	.30	.34
3	.19	.21	.25	.31	.37
4		.24	.28	.35	.42
4 1/4		.26	.31	.39	.46
5		.31	.37	.46	.55
6		.37	.43	.54	.65
7		.40	.46	.58	.70
8			.52	.65	.78
10			.58	.73	.87

PRICES FOR WIDER BELTS AND FOR 7 TO 10 PLY ON APPLICATION

WE ALSO CARRY IN STOCK A COMPLETE LINE OF HANGERS, SHAFTING, WOOD AND STEEL PULLEYS, NEW AND USED LEATHER BELTING, MOTORS, GENERATORS, AND A FULL LINE OF MILL AND ELEVATOR SUPPLIES.

CLINTON SUPPLY COMPANY, Inc.  
110-112 SO. CLINTON STREET  
CHICAGO, ILL.



## A balanced mineral

such as YEASTOMINERAL is claiming the attention of the sweet feed manufacturer. They realize that Limestone, Bonemeal and Rock Phosphate and like mined products are not available and not balanced.

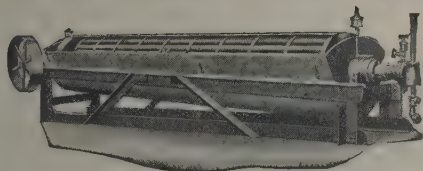
HOOSIER YEASTOMINERAL prevents nutritional abortion in dairy cattle by furnishing minerals in the right balance. It does the work. Your feeds are not balanced until you use this mineral. Four pounds of Yeast is used in this feed.

Write us for more information.

**Hoosier Mineral Feed Company**  
Greenwood, Indiana

SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER



All Metal Steam Dryer

SOLD BY ALL  
MILL  
FURNISHERS

**IN SUCCESSFUL USE 40 YEARS DRYING**  
CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL  
PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
Automatic in operation, requiring no attention

**CUTLER DRYER CO., North Wilbraham, Mass.**

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## Grain Dealers

Now engaged in Feed Grinding and in many cases Mixed Feed Manufacturing, will find themselves confronted by problems which millers of long experience have solved.

Hundreds of these problems and their solutions, relating to spouting, conveying, sacking, etc., are to be found in

## The Book of Wrinkles and Milling Kinks

Each device illustrated, and the books strongly bound in boards.  
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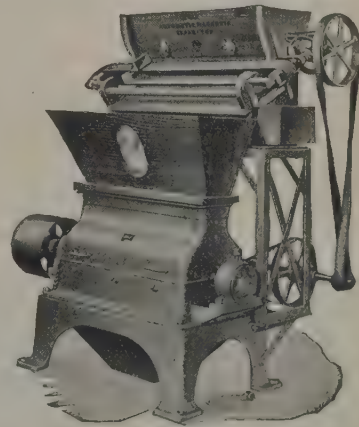
**Mitchell Bros. Publishing Co.**  
431 S. Dearborn St. Chicago, Ill.

## WORKING WITH —NOT “AGAINST THE GRAIN”

**G**RAIN mills and elevator operators who are trying to meet competition with machinery that are relics of bygone days are working “AGAINST the GRAIN”, retarding profitable production.

Yesterday's methods and machinery can no longer give profitable results. In fact they work “against the grain” and towards the red side of the ledger.

**T**HE Wolf Rotary Cutter, Cleaner and Grader was designed to meet present day progress and competition. It is the last word in modern efficiency for the milling of scratch feeds, securing maximum clean cut grain with minimum meal and delivering a finished product with less power in one operation.



We shall be glad to send you more in detail on the many features of the Wolf Rotary Cutter. The coupon below will bring it.

## THE WOLF COMPANY

68 Commerce St., Chambersburg, Pa.

Manufacturers of a complete line of flour and feed mill machinery.

Offices and Representatives throughout the United States.

THE WOLF COMPANY, 68 Commerce Street, Chambersburg, Pa.  
Please send me more information on the Wolf Rotary Cutter mentioned in your advertisement in the June 15th issue American Elevator & Grain Trade.

Name .....

Address .....

City .....

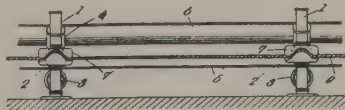
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device also having a door in the outer wall thereof which may be opened to admit the material directly from the outside into the mill.

## Bearing Date of April 9, 1929

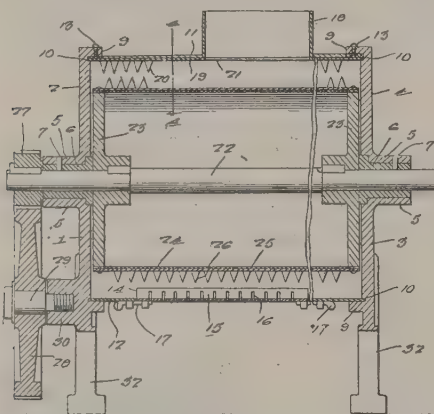
**Belt Conveyor.** Austin Hopkinson, Audenshaw, England. Filed November 27, 1926. No. 1,708,885. See cut.



**Claim:** In a belt conveyor embodying a plurality of movable frames to rest upon the ground and rollers carried by said frames for supporting and guiding a conveyor belt, means for preventing relative movement of said frames, said means comprising a flexible medium and clamping means carried by each of said frames and associated with said flexible medium, all of said clamping means, when said flexible medium is slack, being freely movable lengthwise of the flexible medium and when said flexible medium is put under tension engaging said flexible medium to prevent movement of said frames lengthwise thereof.

**Corn Huller.** Francisco A. Maimone, Los Teques, Venezuela. Filed November 11, 1925. No. 1,708,367. See cut.

**Claim:** A corn huller comprising a stationary casing member formed of semi-cylindrical sections hinged connected at one side, a breaker member formed of sheet material having a plurality of breaker points projecting from one side thereof formed from said sheet, said breaker member being secured in one of said casing sections with the projections extending

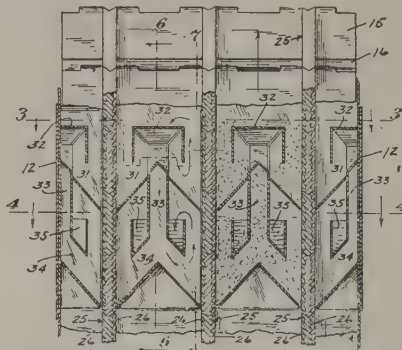


inwardly, said casing sections being formed with co-operating bearing portions at the opposite end thereof, a drum rotatably mounted in the co-operating bearing portions of said casing, a breaker member mounted on said drum formed of sheet material having outwardly struck projections for co-operation with the breaker points on the first mentioned breaker member, said other casing member having a door section removably secured therein affording access to the interior of the casing and provided with a plurality of slotted openings arranged in rows extending cir-

cumferentially with respect to the casing whereby to discharge the hulled corn therefrom.

**Grain Separator.** Richard G. Quehl, Minneapolis, Minn. Filed January 2, 1924. No. 1,708,325. See cut.

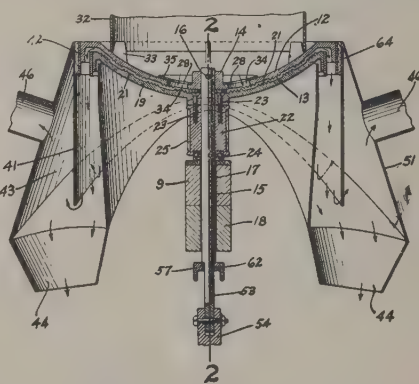
**Claim:** A separator of the kind described comprising a container for the material to be separated, and an endless train of flexibly associated flat pocketed separating plates mounted to move always in a common plane on an endless course, means for holding said plates edgewise in close association while moving upward to produce the separating action, but per-



mitting said plates to separate edgewise in making return movements, the pockets in said plates being arranged to receive certain kinds of material from the commingled mass and to eject other kinds of materials, the discharge of material from the pockets of said plates being on the same side of the plate to which they were received but at a point higher up.

**Seed Huller.** Andrew V. Cleland, Minneapolis, Minn. Filed May 27, 1925. No. 1,708,604. See cut.

**Claim:** A seed huller and scarifier, comprising a frame, a revolvable member, and a slidable non-revolvable member mounted in said frame and having oppos-



ing to other convex and concave surfaces, and a closed casing arranged to receive the hulls and seeds, and attached to and movable with said non-revolvable member.

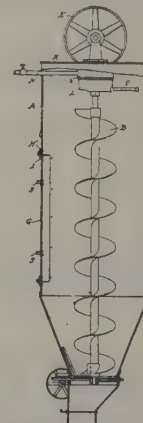
Seed-Separating process and solution therefor.

**Harry R. Warren, Chicago, Ill., assignor, by mesne assignments, to Warren-Teed Seed Company, Chicago, Ill., a corporation of Nevada.** Filed January 23, 1928. No. 1,708,435.

**Claim:** The process of separating a mixture of seeds which consists in immersing the mixture in a solution containing sodium nitrate, sodium phosphate and commercial glucose in the proportions of sodium nitrate approximately 77 per cent, sodium phosphate approximately 3 per cent and commercial glucose approximately 20 per cent.

**Apparatus for mixing molasses with stock feed.** Simon Snyder, Muncy, Pa., assignor to Sprout, Waldron & Co., Muncy, Pa., a corporation of Pennsylvania. Filed April 18, 1928. No. 1,707,999. See cut.

**Claim:** In combination with the mixing chamber of an apparatus for mixing dry pulverulent materials, a device for distributively and uniformly discharging molasses in small quantities into the materials undergoing a mixing operation therein, said device comprising a



cup-like receiver revolvably mounted and axially adjustable within said chamber and having radially extended discharge nozzles through which molasses supplied thereto will drain into the mixing materials only in fine streams or drops, together with means for supplying molasses to said cup-like receiver.

**Editor American Grain Trade:**—The Farmers Co-operative Elevator Company of Bushnell, Ill., is remodeling its elevator. It is installing a new 10-ton Howe Dump Scale, Kewanee Dump, one new elevator leg with Willis High Speed Cups, two Constant Drag Chain Feeders, one 10-inch spiral conveyor, resetting sheller, six new cribbed bins, increasing their storage 7,500 bushels, resetting coal scales, two office rooms, 12x13 feet, total cost, \$5,000. J. D. McClean & Co., of Peoria have the contract.—J. D. McClean, Bushnell, Ill.

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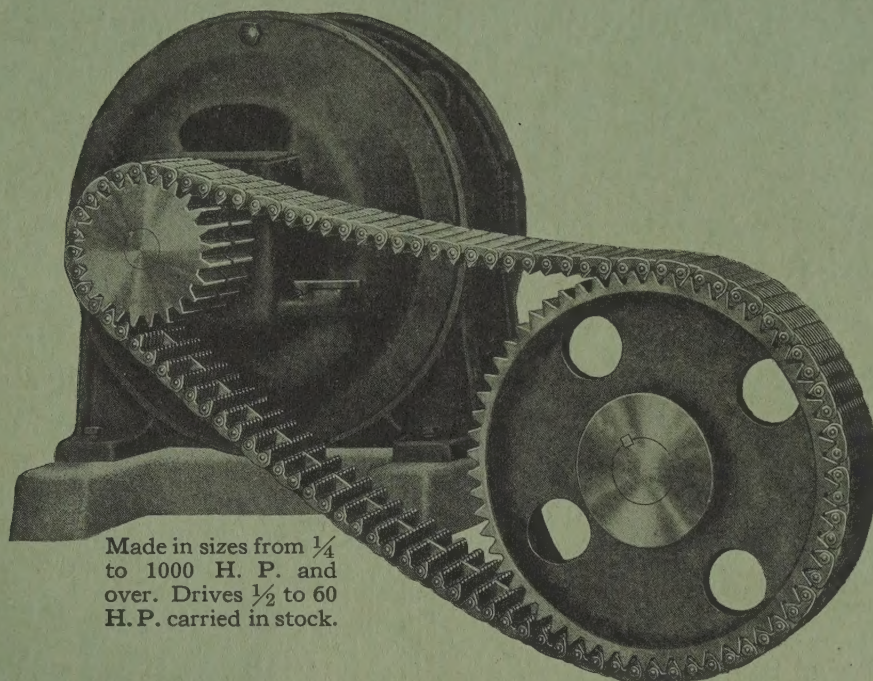
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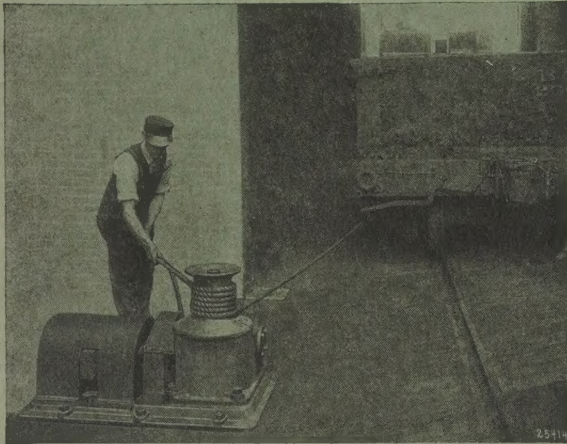
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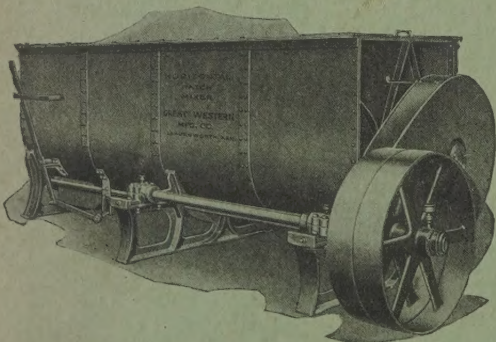
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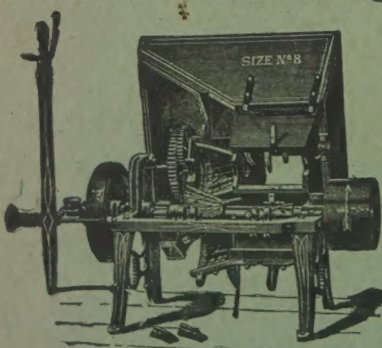


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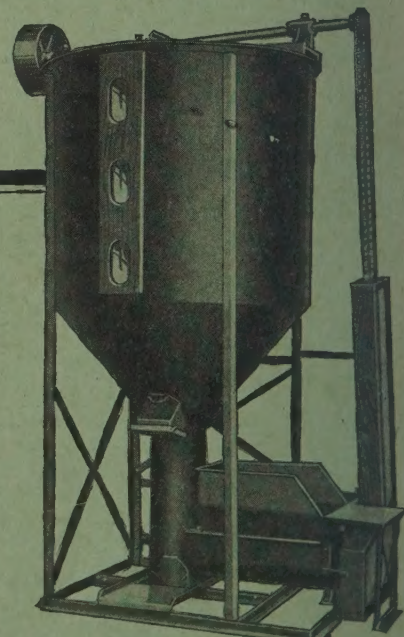
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